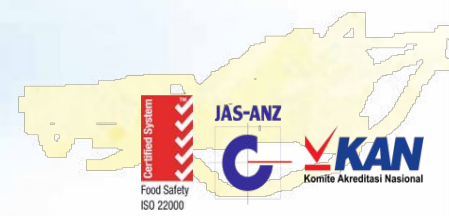




MANAGEMENT PRESENTATION

9M Unaudited
2024 Results

**RECOVERING
WITH STRENGTH
to Attain
ELEVATED LEVELS**





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

- 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

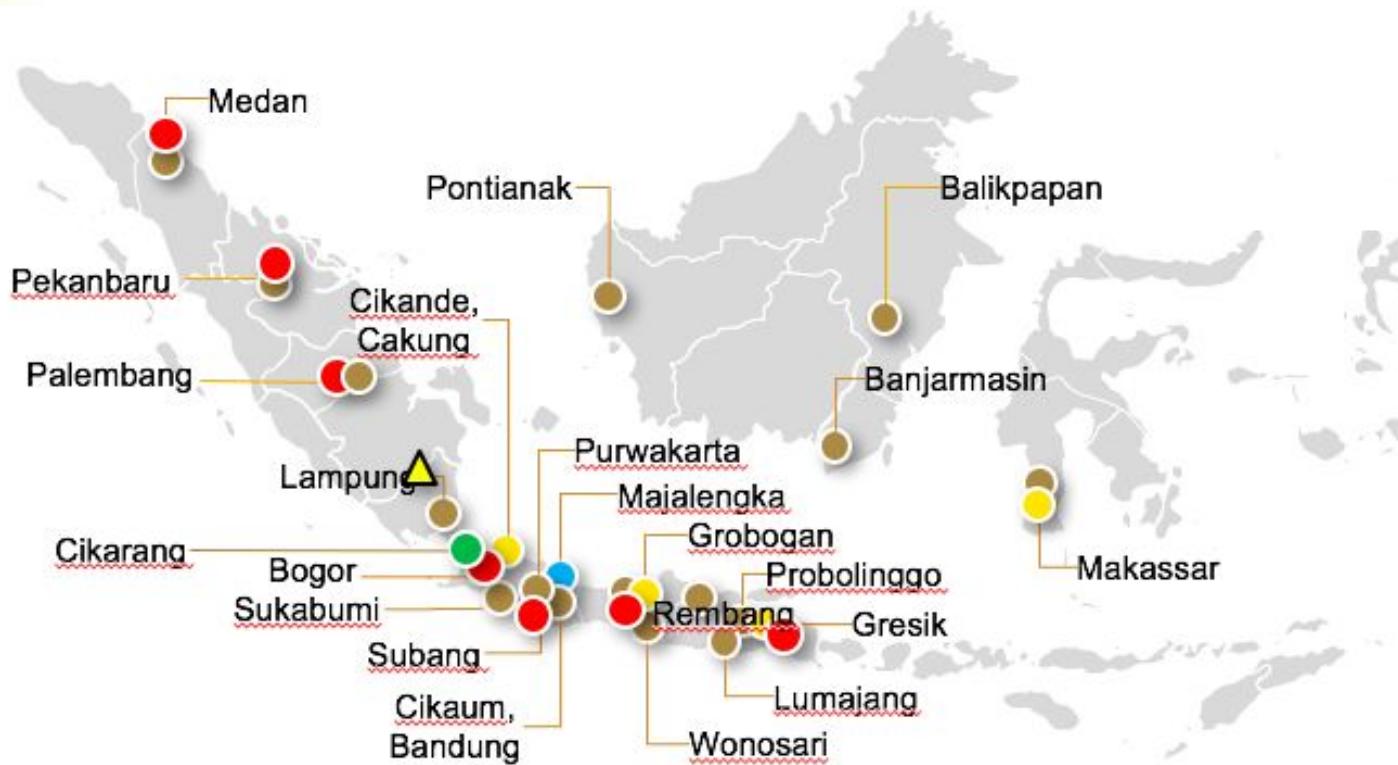
2023

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

2024

- The company continues to export quality products to Singapore and Japan
- Additional corn dryer in Sumbawa

Operates across Indonesia, caters nationwide market needs

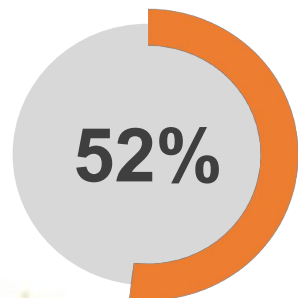


- Current operation
- △ Future location – 2021/ 2022

Legends	Division	Locations
	Feedmill	Cikande, Cakung, Groboan, Gresik, Makassar
	GPS Breeding	Majalengka
	PS Breeding	Medan, Lampung, Subang, Cikaum, Purwakarta, Wonosari, Probolinggo, Lumajang, Pontianak, Banjarmasin, Makassar, Pekanbaru, Palembang, Rembang, Deli Serdang
	Broiler	Medan, Subang, Bogor, Palembang and Pekanbaru
	Food Processing	Cikarang, Purwakarta

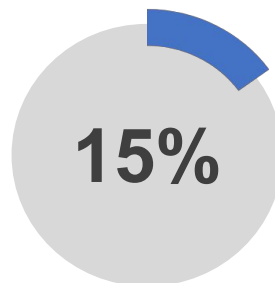


Comprises of 4 (four) solid and stable business segments



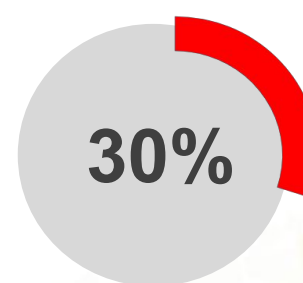
Animal Feed

- ◆ Core Line of Business
- ◆ 5 feed mills across Indonesia
- ◆ Located in Jakarta, Banten, East Java, Central Java and South Sulawesi



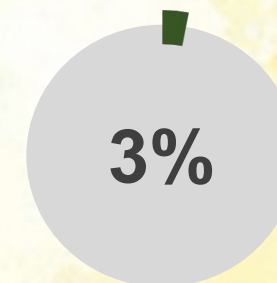
Chicken Breeding

- ◆ Produces & markets broiler & commercial layer chicken breeds
- ◆ Breeder farms spread in Sumatera, Java, Kalimantan and Sulawesi



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



Processed Food

- ◆ Produces & markets various chicken processed food with Safe, Healthy and Halal principles
- ◆ 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 9M 2024 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**



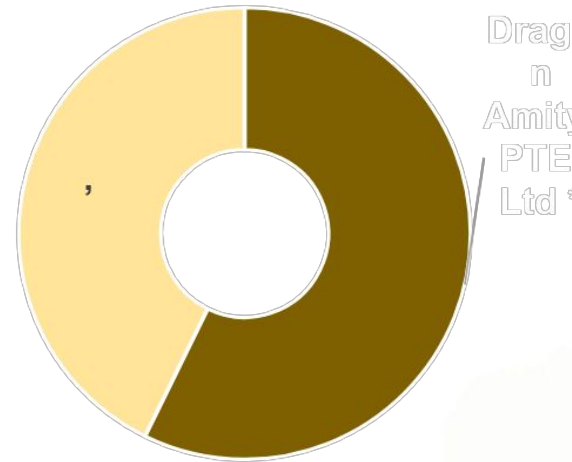
MAIN shares profile as a publicly listed company

Shares Information

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

Shares info as of 30.09.2024

- # of Shares: 2,238,750,000
- Closing Price : IDR 760
- Market Cap: IDR 1,701.4 Billion



Shareholders Composition
Per 30 September 2024



PT MALINDO FEEDMILL, TBK
Stock Code: MAIN

MAIN Subsidiaries

Bibit Indonesia - 99.89%

Parent stock DOC Chicken Farm

Leong Ayamsatu Primadona - 99.98%

DOC and broiler chicken farm

Mitra Bebek Persada - 99.84%

Duck Farm & Slaughterhouse

Prima Fajar - 99.99%

Broiler chicken farm

Malindo Food Delight - 99.99%

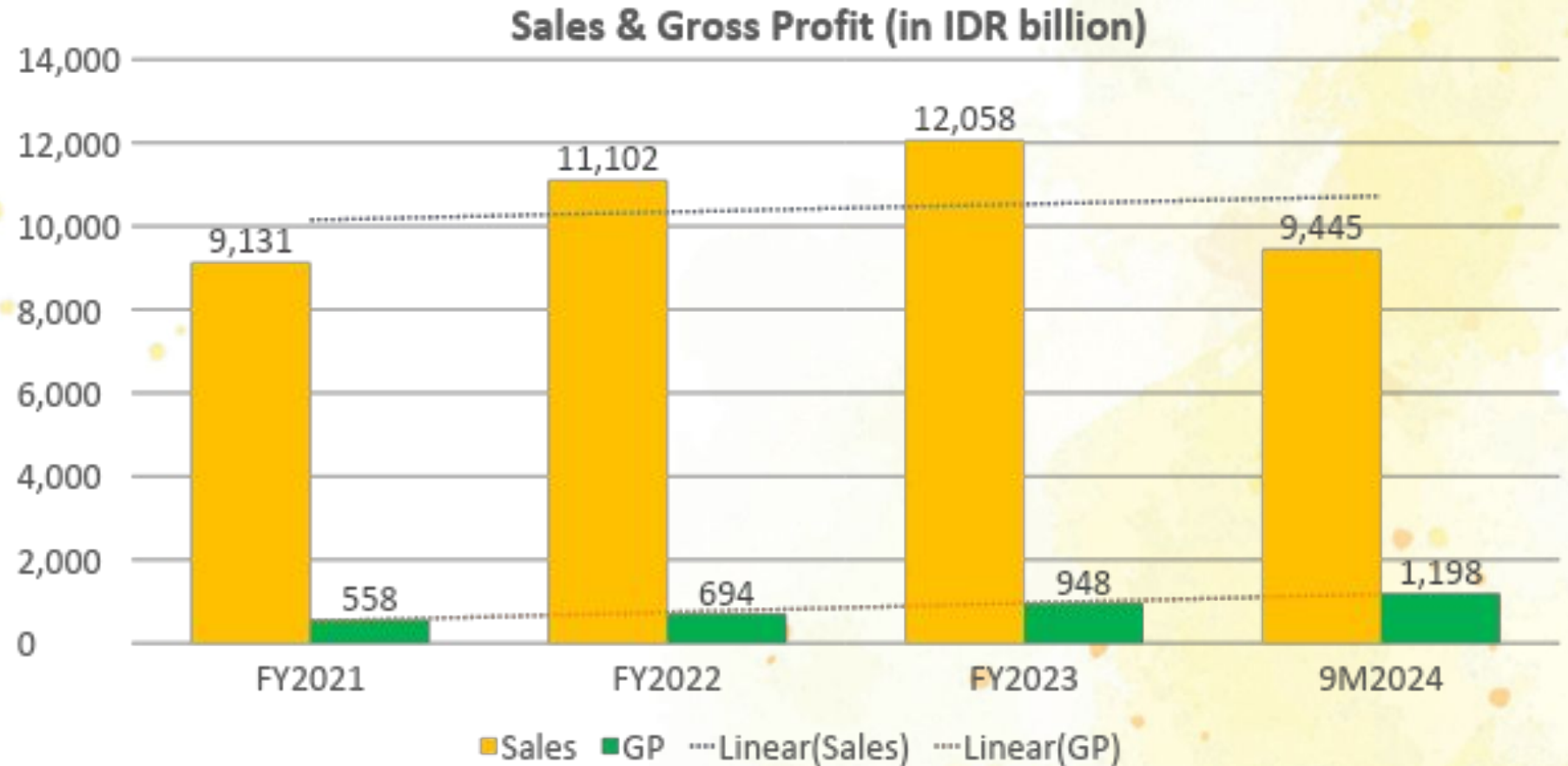
Meat Processing & Preserving



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



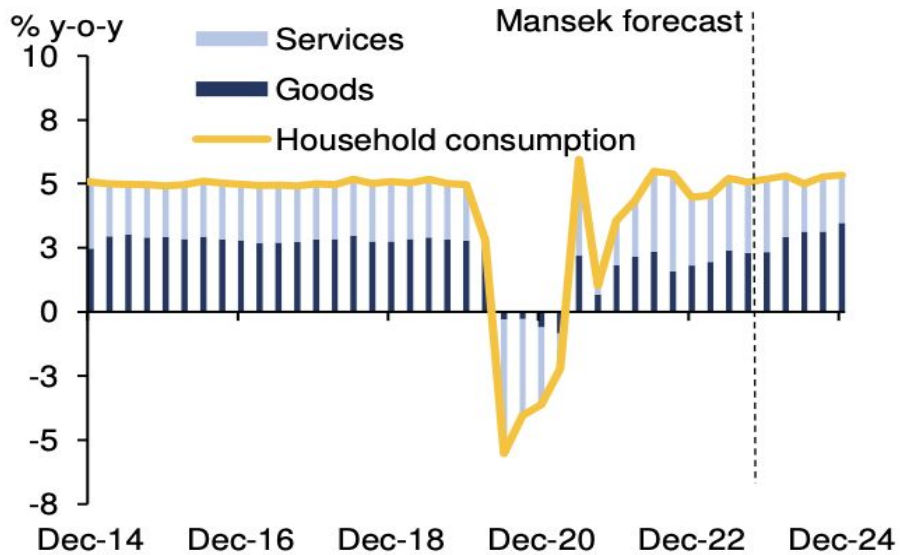


Why We Enter into The Business





What data reveals about Indonesia: election year to boost consumption, improved infrastructure spending, more manageable inflation, widening current account deficit, strengthening Rupiah



Source: CEIC, Mandiri Sekuritas Economic Research

USD/IDR Exchange Rate (2024 Forecast)	15,650
With prudent monetary policy, Indonesian Rupiah's exchange rate against major currencies such as USD is looking to further strengthen	
GDP Rate (2024 Forecast)	5.1%
Grew from 5.0% in FY2023 (+2.0%)	
GDP Per Capita (2024 Forecast)	US\$5,251
Projected figure as at end of FY23 \$4,941 (+6.2%)	
Inflation Rate	2.9%
The core inflation is expected to remain benign in 2024 averaging 2.1%, down from 2.5% in 2023, as wage growth will likely remain subdued	

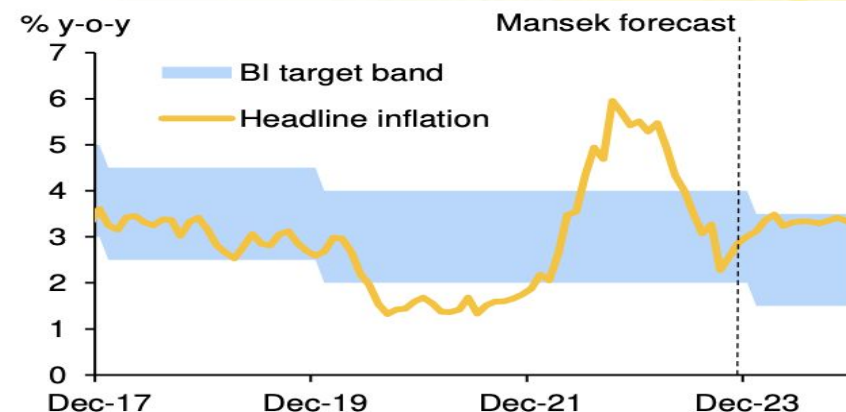
Source: Mandiri Sekuritas Economic Research, December 2023

2024 Economic Outlook

- Domestic consumption is expected to accelerate, helped by election related spending and likely social transfers by the government
- Inflation under control – CPI (headline inflation) is expected to average between 2.1% and 2.5%
- Continuing appreciation of Rupiah is expected especially with US Fed pivoting leading towards weaker dollar

Source: Mandiri Sekuritas Economic Research. Indonesia Economic Outlook.

Broad based inflation deceleration during 2023

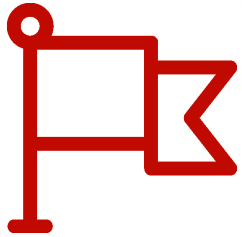


Source: Mandiri Sekuritas Economic Research, December 2023



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*



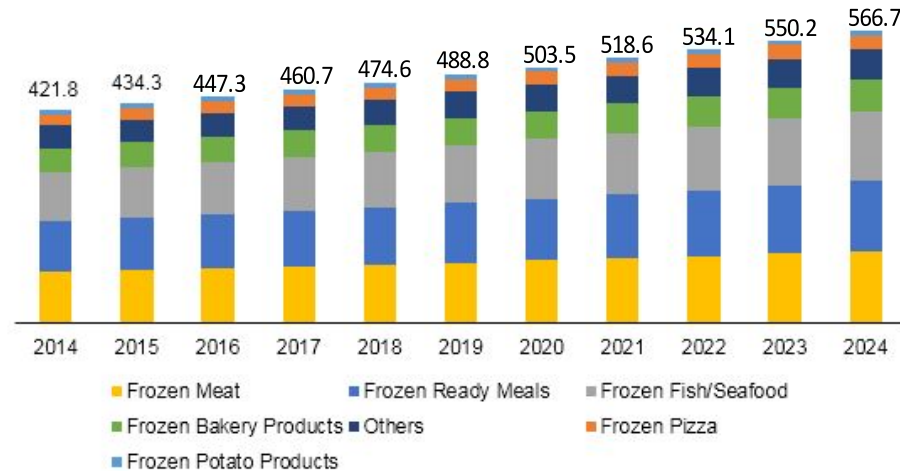
Prospects

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*

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



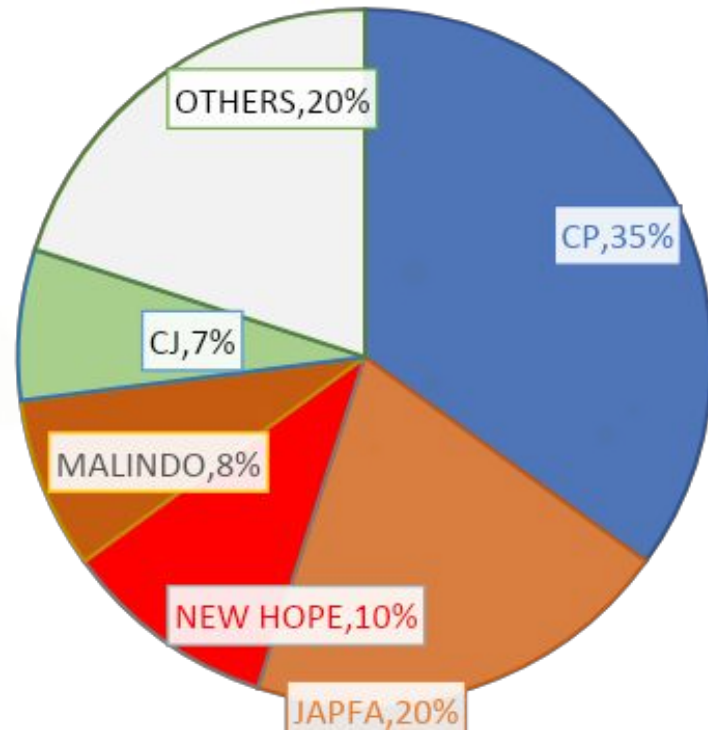
Source: Indonesia Frozen Food Market Size and Forecast by Type; <https://www.hexaresearch.com>

- 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.

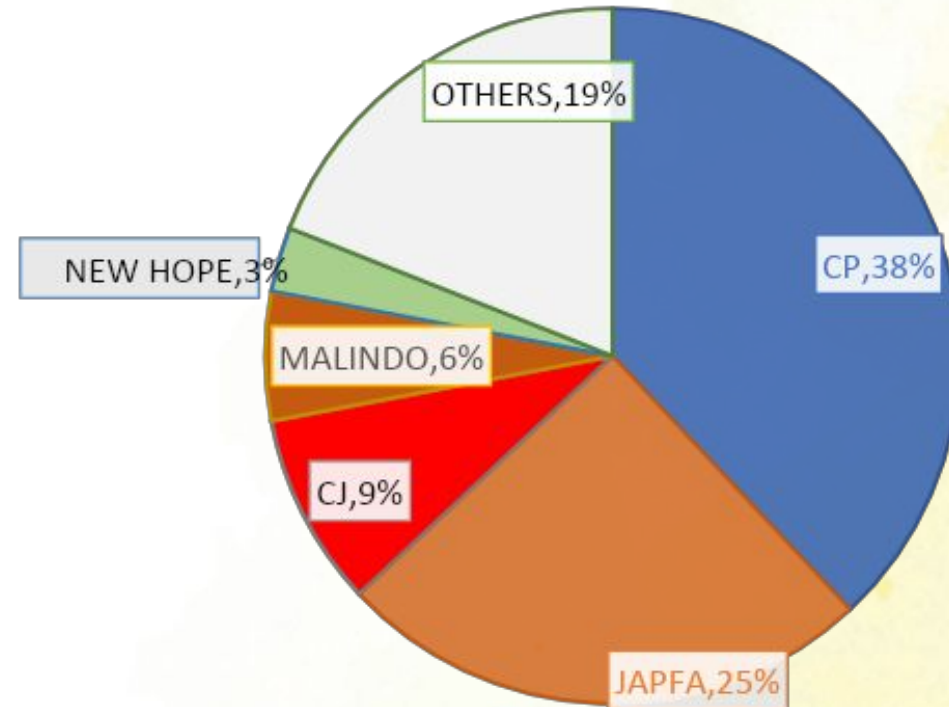
- 03 Those conditions create demand for easy and nutritional processed food. the market is expected to grow over 2017 – 2024.
- 04 Frozen food is expected to be the best fit-in since reduces cooking time but offer most of the goodness of health and nutrition.

How we see our markets ...

Indonesia Feed Production Capacity Share



Indonesia DOC Production Capacity Share



We are among the top 5 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**

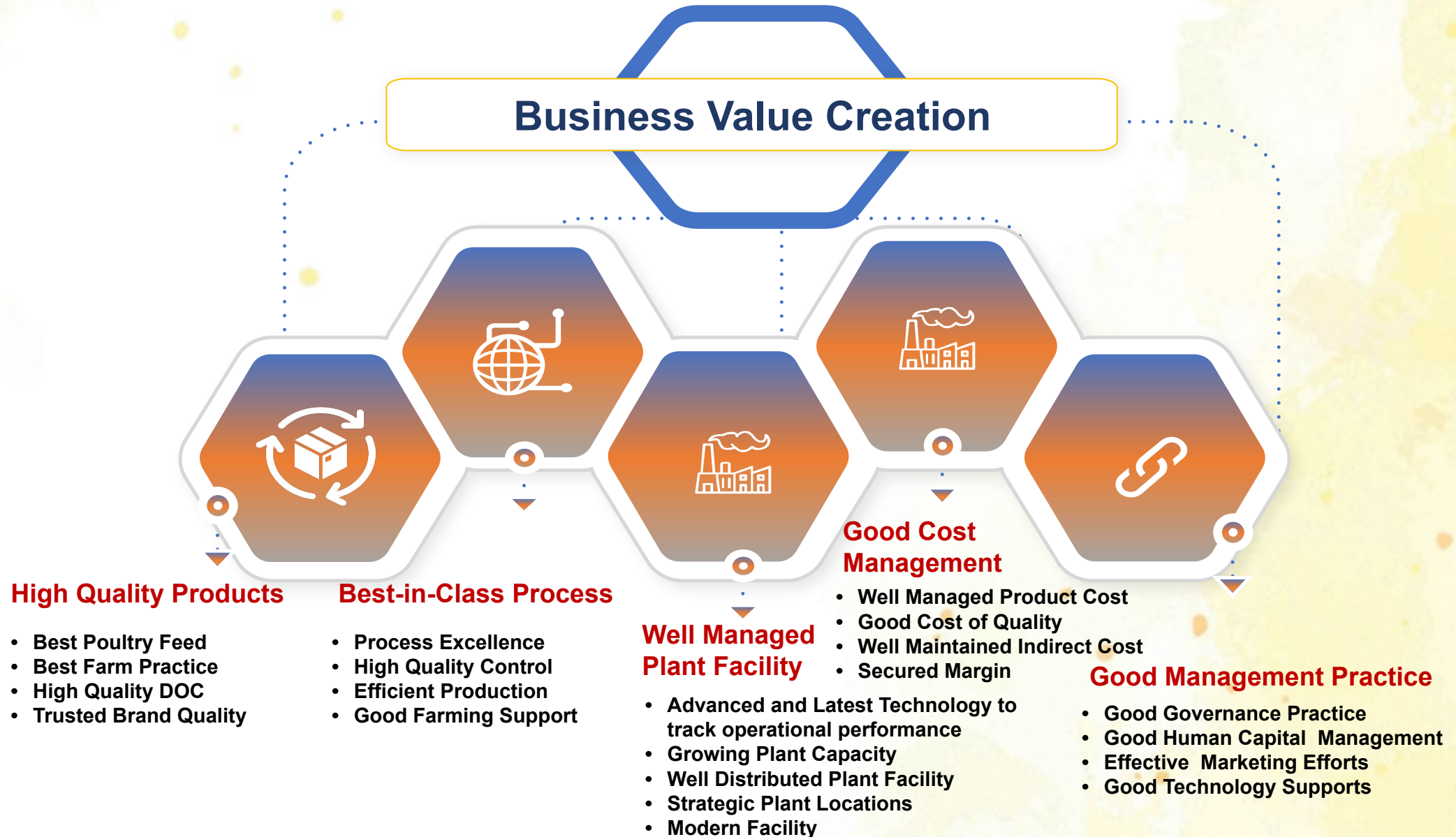




We drive our business through a vertically integrated business model



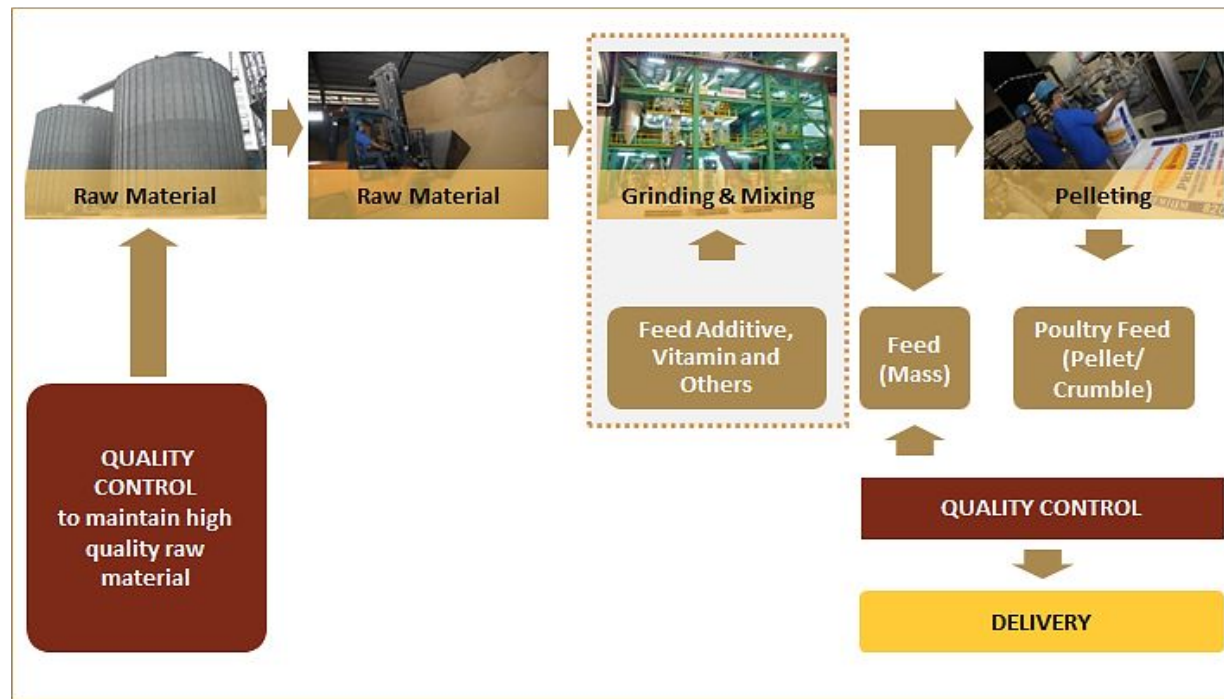
Our Business Strategy compels best in executions



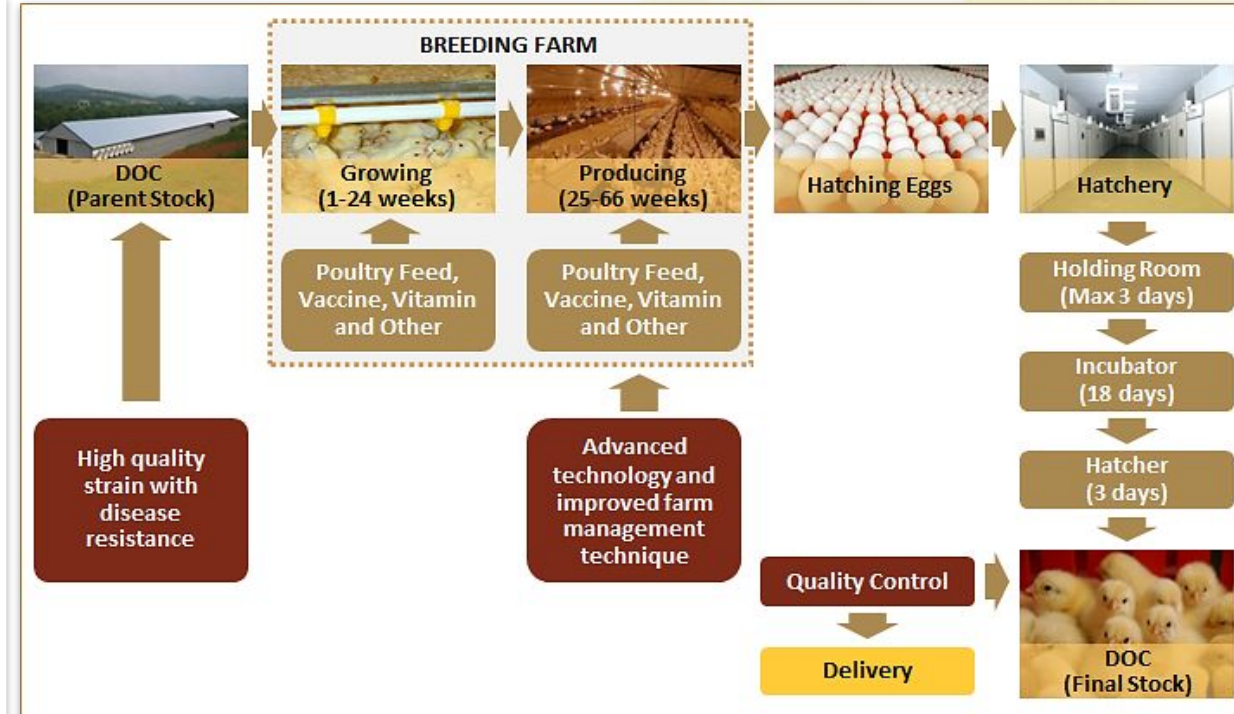


Our business processes adhere to best practice models

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

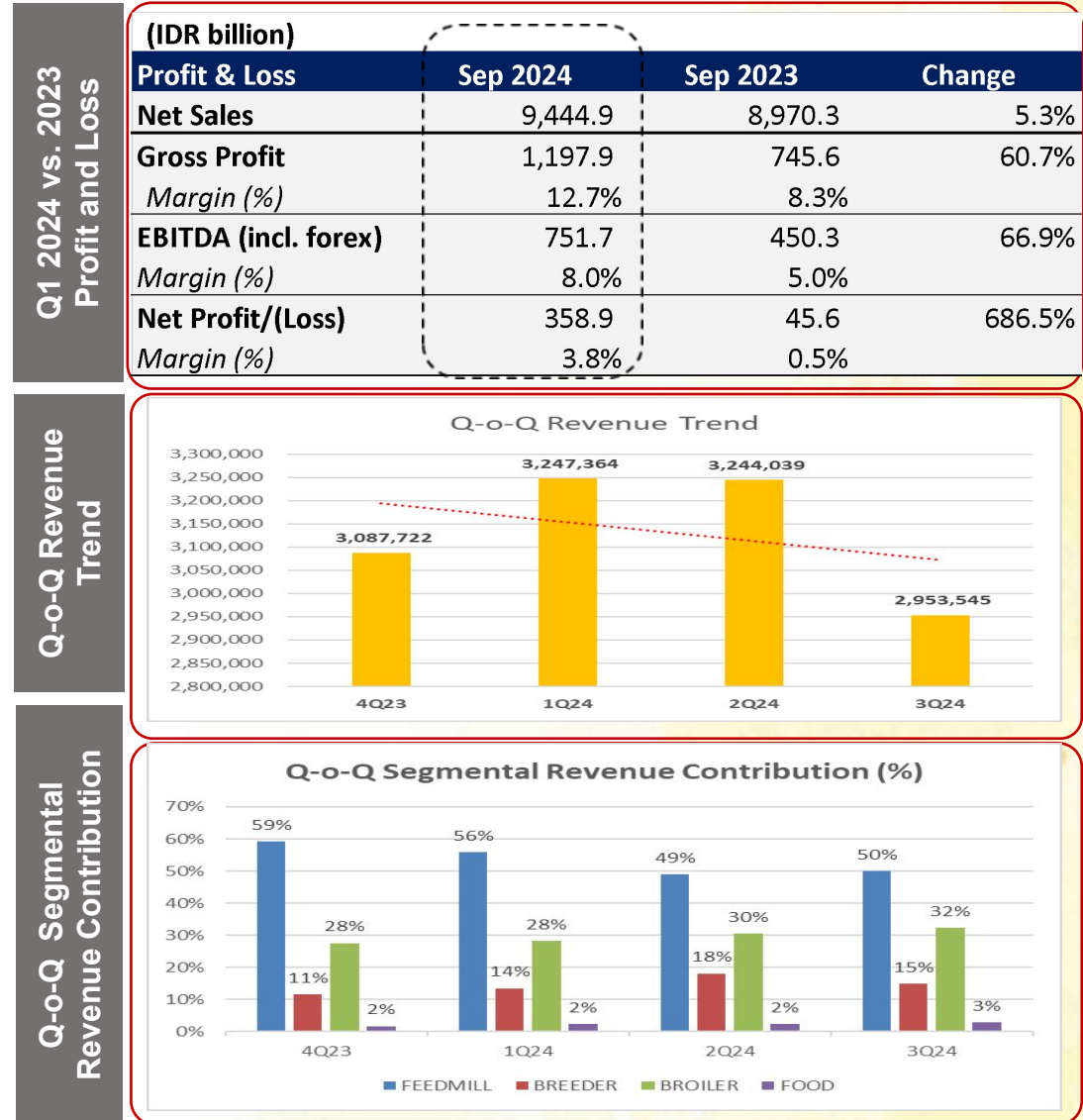
Continue to maintain margins through tight cost control mechanism and low net gearing

1 Increased top line and bottom line with stable segment contribution

- Increasing Y-O-Y revenue growth of 5.3% during nine (9) months of 2024 due to improved market conditions.
- 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.

2 Cost efficiency and margin maintenance Efficiency is the key

- Cost is closely maintained to be the most efficient to keep profitability intact.

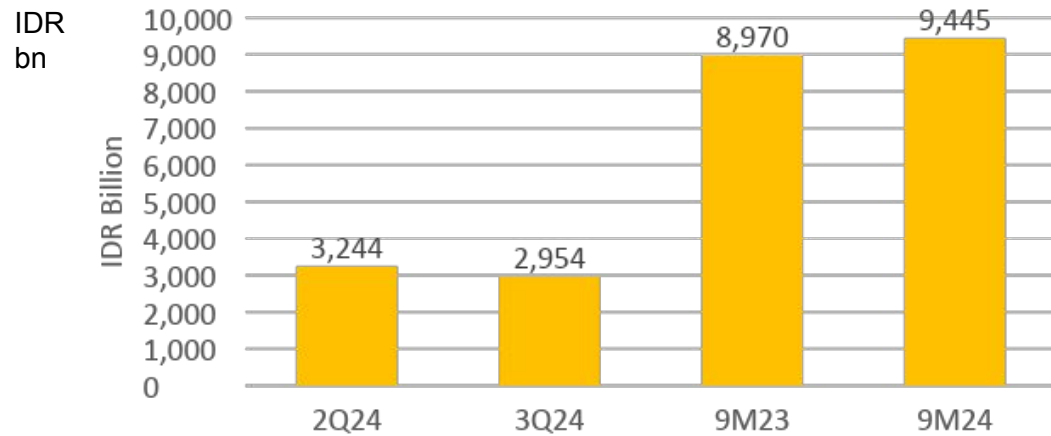




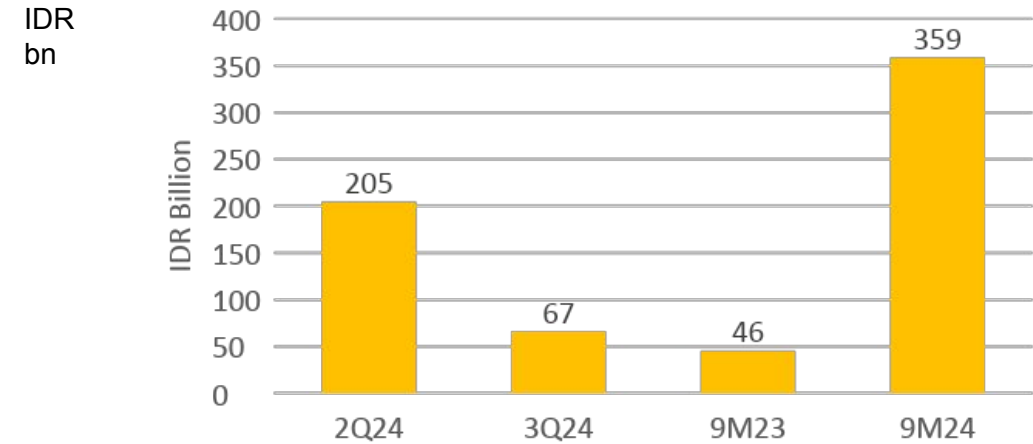
9M 2024 Profitability Performance

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

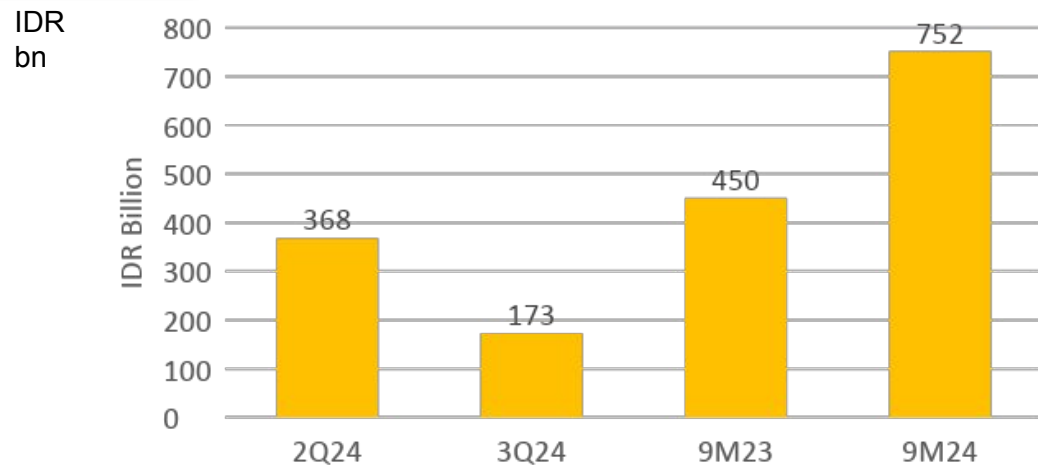
Revenues



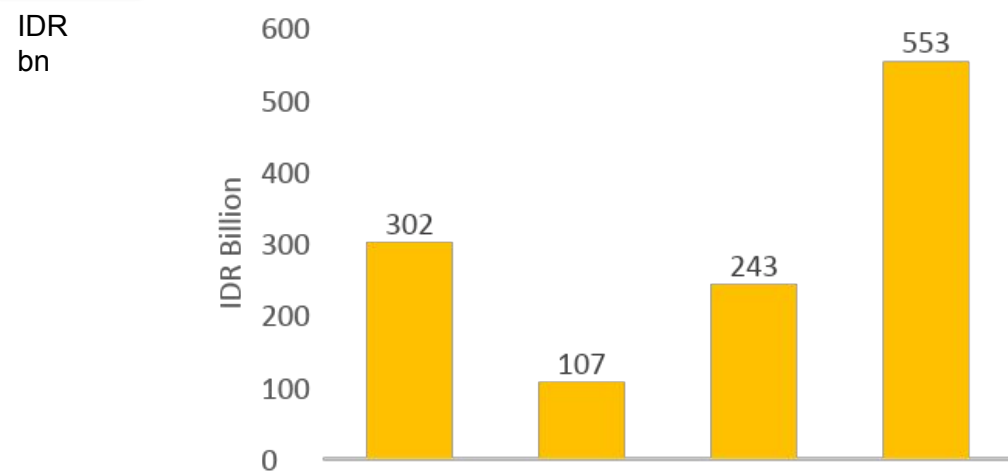
Net Profit



EBITDA



EBIT

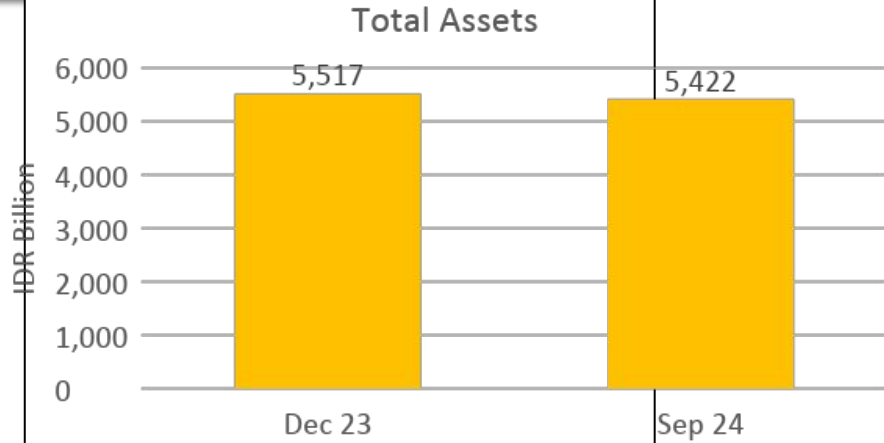




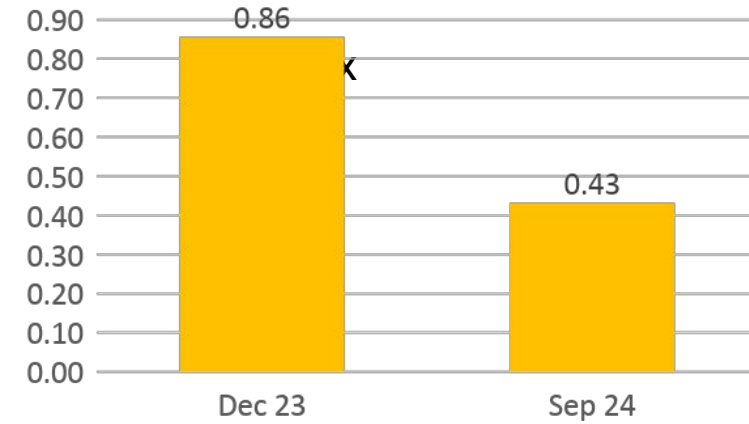
9M 2024 Financial Positions

- Y-o-Y Comparative Figures -

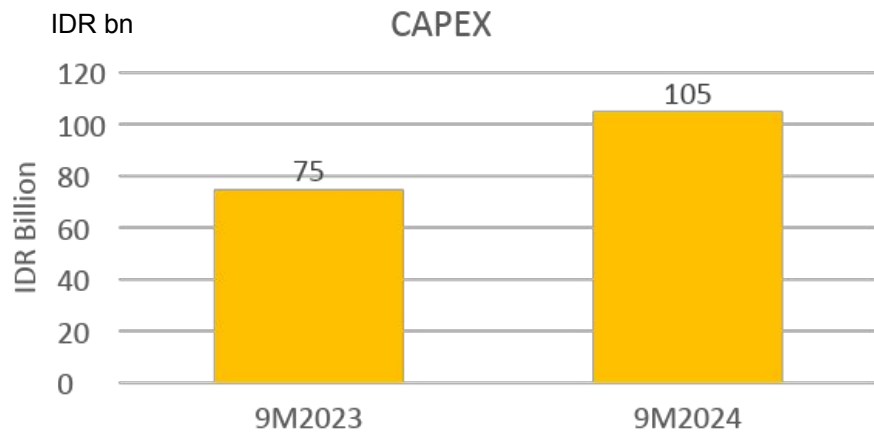
Total Assets



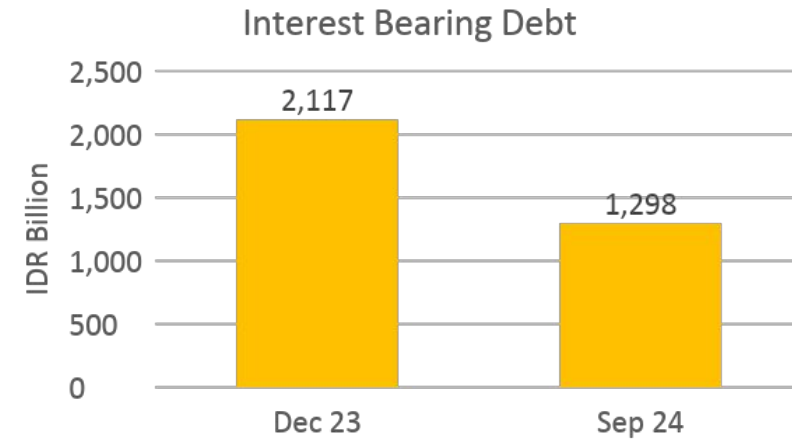
Net Gearing Ratio



Capex



Total Interest-Bearing Debt





Sunny Chick - New Evolution
Completing the **Poultry Value Chain**



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 SC FUDHOLI

GRAND OPENING SC CIBUBUR

GRAND OPENING SC CINANGKA





Continue to generate value by product innovation (cont'd)

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.

FOOD TRUCK – INDOLIVE STOCK, JCC



FOOD TRUCK – KONSER SICC, SENTUL



FOOD TRUCK – KONSER ICE BSD





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*, *games* and campaign to introduce our products.



GEN ON TRACK GEN FM



FUN COOKING & FUN COLORING



POUNDFIT



BEAUTY CLASS WITH EMINA





Our business continuously innovates by adding the depth of the downstream business model (cont'd)

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*, *games* and campaign to introduce our products.



CAMPAIGN / ACTIVITY ONLINE





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

SunnyChick
Best Deal! Promo Rame Rame

BELI 3 GRATIS 2

BEST DEAL TERBATAS 9 POTONG AYAM KINI HANYA RP 90.000,-

Spes NASI | Terlezal | SENSASIAVAMLOKAL

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

DELIVERY ORDER Hubungi! 0877-5258-3159

Promo CHICKEN GOOD DEALS
Periode Promo: 15 Juli - 31 Juli 2024

CHICKEN GOOD DEALS 1 Rp 45.000 / Rp 52.000	CHICKEN GOOD DEALS 2 Rp 55.000 / Rp 60.000	CHICKEN GOOD DEALS 3 Rp 40.000 / Rp 45.000
CHICKEN GOOD DEALS 4 Rp 50.000 / Rp 58.000	CHICKEN GOOD DEALS 5 Rp 35.000 / Rp 39.000	CHICKEN GOOD DEALS 6 Rp 45.000 / Rp 50.000
CHICKEN GOOD DEALS 7 Rp 50.000 / Rp 61.000	CHICKEN GOOD DEALS 8 Rp 70.000 / Rp 87.000	CHICKEN GOOD DEALS 9 Rp 55.000 / Rp 64.000

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

AUGUST

PROMO MERDEKA

MERDEKA 1 Rp 17.000	MERDEKA 2 Rp 8.000
MERDEKA 3 Rp 45.000	MERDEKA 4 Rp 79.000

Menerima Pesanan

DISKON 20% SEMUA PRODUK

Hanya berlaku **1 HARI SAJA** Tanggal 17 Agustus 2024

Menerima Pesanan

SEPTEMBER

WHOLE CHICKEN

SAVETEMBER TERBATAS 9 POTONG AYAM

RP 90.000,-

PERIODE PROMO: 5 - 30 SEPTEMBER 2024

Menerima Pesanan

DELIVERY ORDER Hubungi! 0877-5258-3159

DISKON SUKA-SUKA KAMU
Periode: 22 Juli - 5 Agustus 2024

Semakin banyak menuanya, semakin besar diskonnnya

5 Tray Diskon 10%	10 Tray Diskon 20%	15 Tray Diskon 30%
20 Tray Diskon 35%	25 Tray Diskon 40%	

Menerima Pesanan

Promo PAY DAY
Periode Promo: 25 Januari - 8 Februari 2024

PAY DAY 1 Rp 37.000 / Rp 44.000	PAY DAY 2 Rp 35.000 / Rp 41.000	PAY DAY 3 Rp 38.000 / Rp 41.000
PAY DAY 4 Rp 45.000 / Rp 52.000	PAY DAY 5 Rp 40.000 / Rp 45.000	

Menerima Pesanan

DELIVERY ORDER Hubungi! 0877-5258-3159

PROMO MERDEKA 79

5 AYAM + 5 NASI + 3 MANGO TEA HANYA RP 79.000 / PAKET

PILIH PAKET MERDEKA MU

Menerima Pesanan

SunnyChick
Best Deal! Promo Rame Rame

BELI 3 GRATIS 2

BEST DEAL TERBATAS 9 POTONG AYAM KINI HANYA RP 90.000,-

Spes NASI | Terlezal | SENSASIAVAMLOKAL

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

SAVETEMBER

Setiap paket hanya **RP 90.000,-**

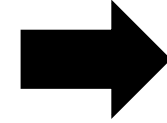
PERIODE PROMO: 5 - 19 SEPTEMBER 2024

SAVETEMBER 1 Rp 145.000,-	SAVETEMBER 2 Rp 125.000,-	SAVETEMBER 3 Rp 123.000,-	SAVETEMBER 4 Rp 123.000,-
-------------------------------------	-------------------------------------	-------------------------------------	-------------------------------------

Untuk info lebih lanjut dan pemesanan, hubungi:
0819-1572-0388 (Marketing)



Export of Food Products to Japan & Singapore



August 2024



August 2024



September 2024





MALINDO FEEDMILL RECEIVES SEVERAL AWARDS





Our commitment towards digitalization

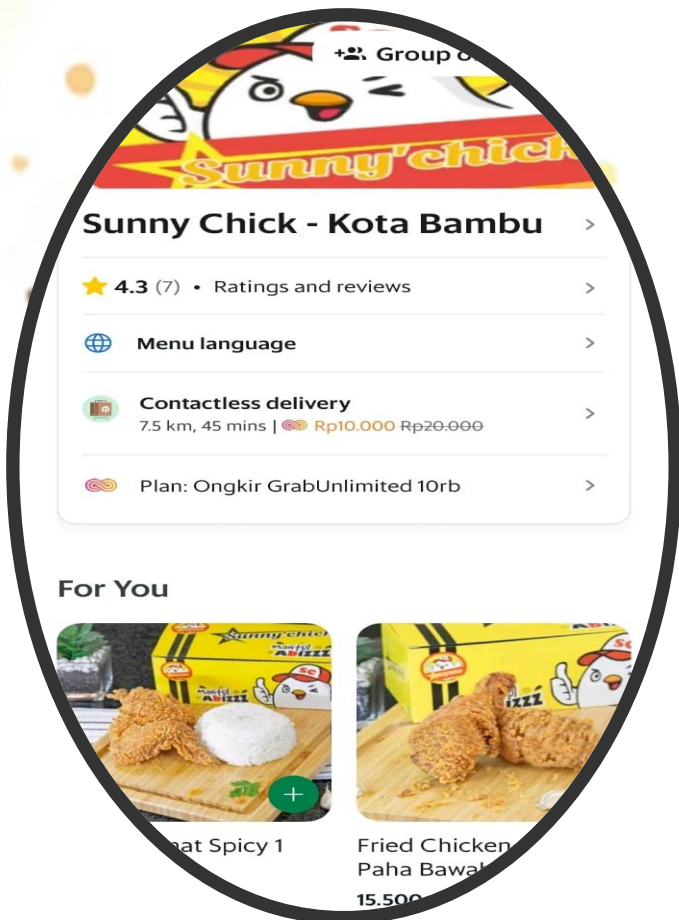


Malindo is committed to provide its stakeholders with latest update on the company activities through its official Instagram account where they could obtain information on various activities the company is engaged in. To visit the site you could look up for @malindofeedmilltbk on Instagram search page.



Partnership with third-party e-commerce apps

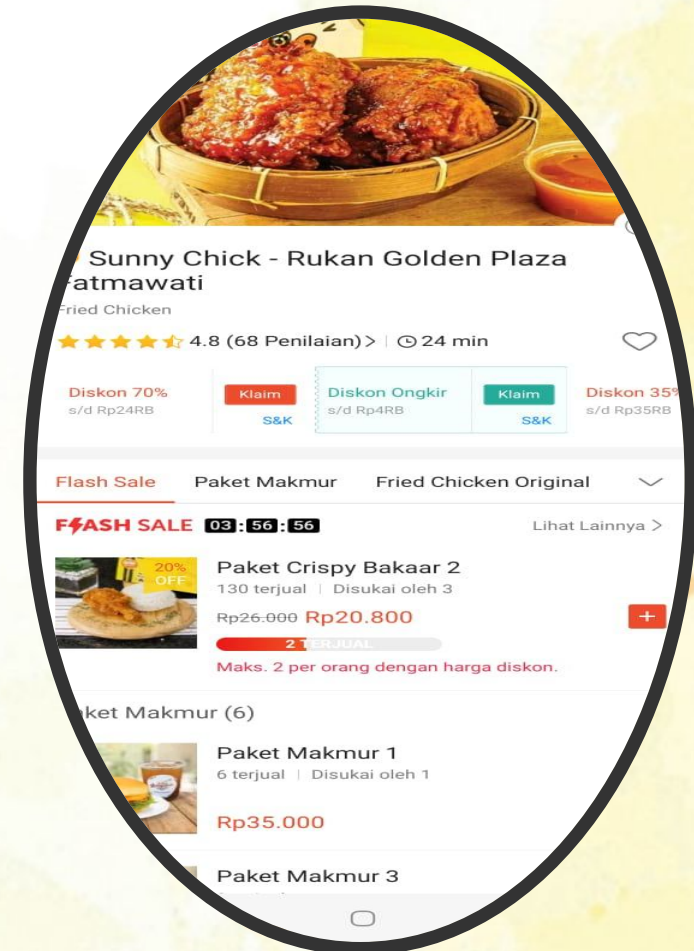
The company is in close collaboration with **Grab Food**, one of the largest ride-hailing app providers in Indonesia, and **Shopee Food** to further extending its customer reach



“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”

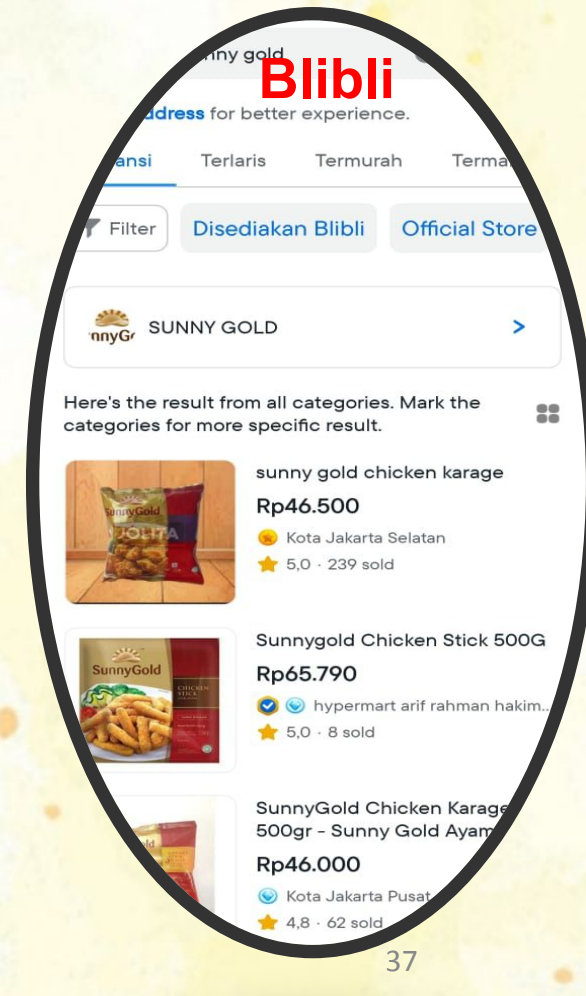
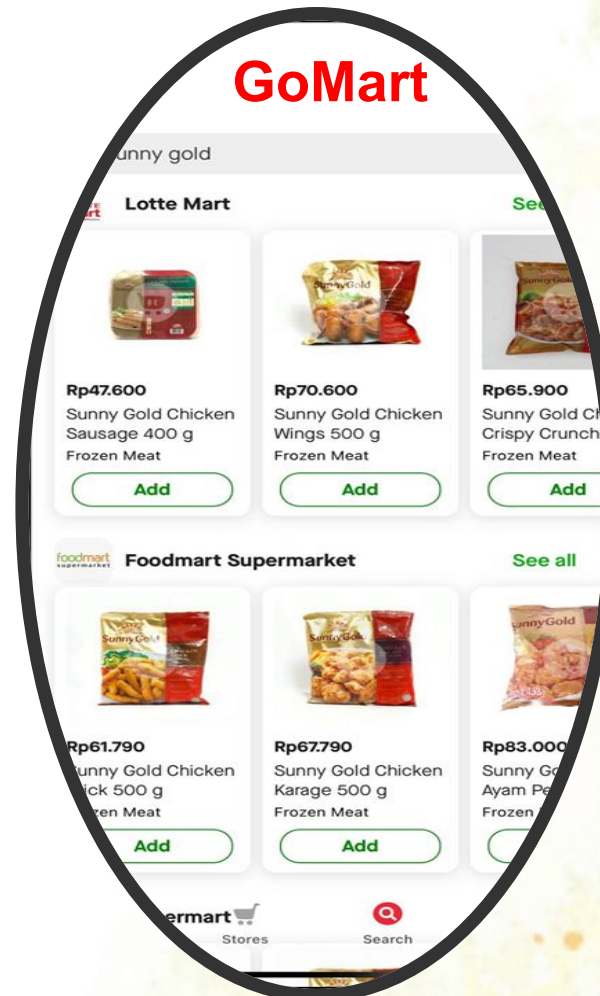
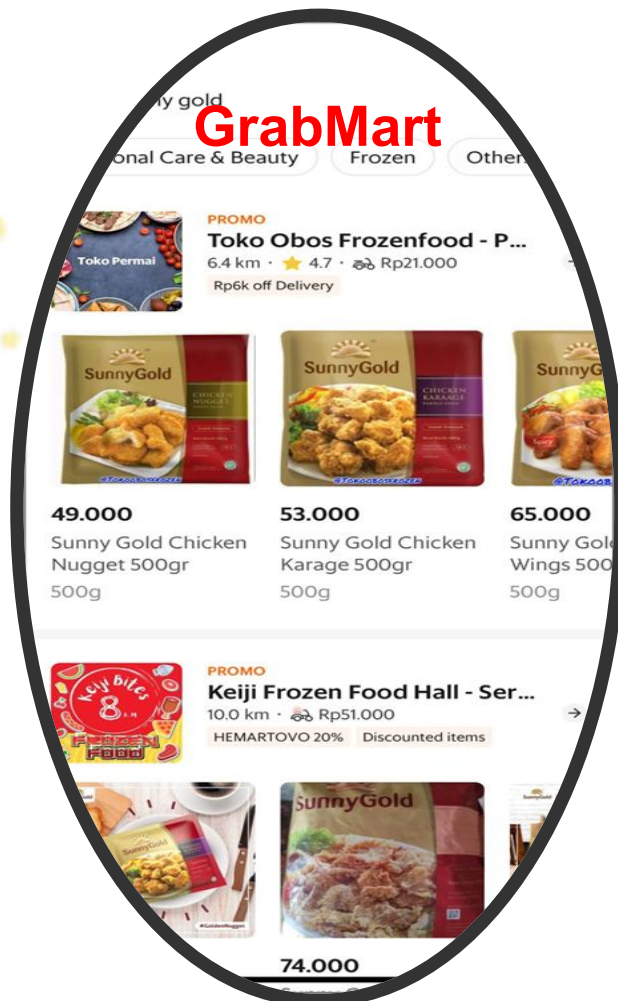
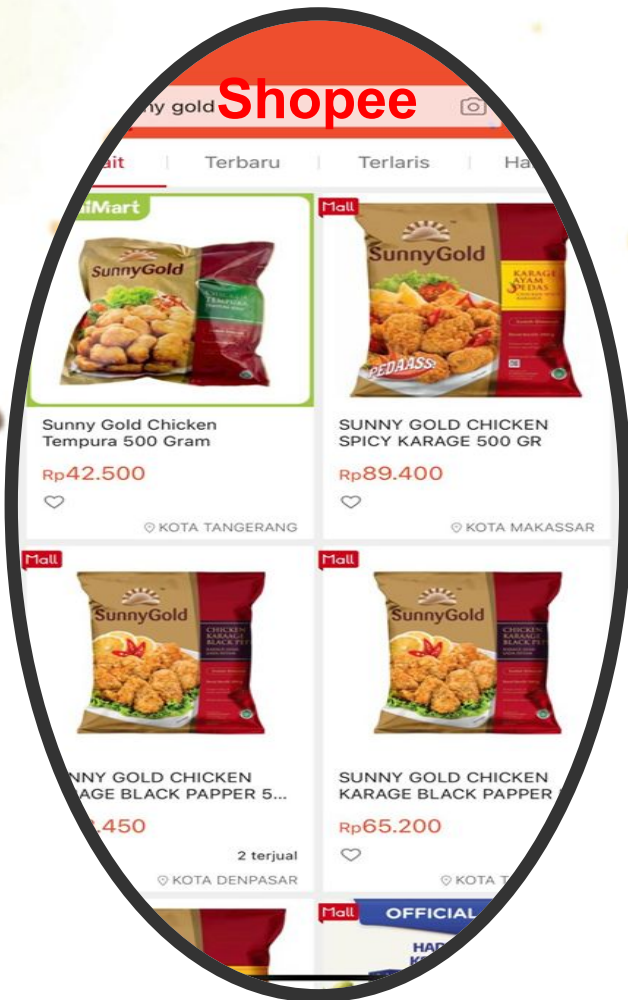


Source: Ecommerce IQ, Momentum Works, Tenggara Strategics



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

**Jl. RS Fatmawati No. 15
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