



CP PRIMA
PT CENTRAL PROTEINA PRIMA GROUP



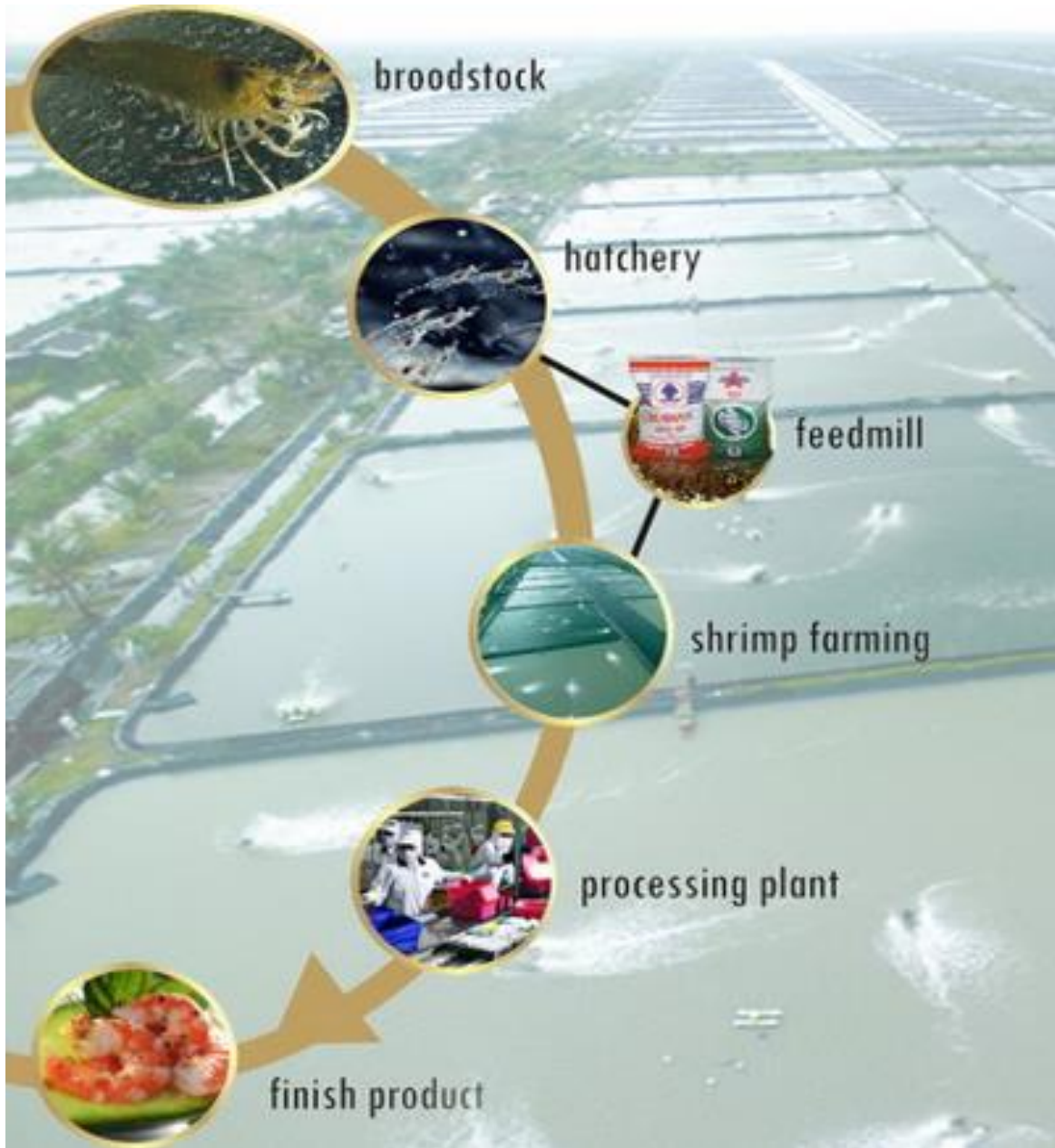
Financial Updates 2020

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FY 2020E updates

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2021 Profit and Loss Projection

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2021 Capex Projection

FY 2020E updates

FY 2020E updates

Despite lower gross margin compared to 2019A, EBITDA 2020E improved



(in Billion Rp)	FY2019A	1Q2020*	2Q2020*	3Q2020*	4Q2020E
FX (Rp/USD) **	14,146	14,234	14,600	14,640	14,572
Sales	7,176	1,810	3,580	5,600	7,577
Gross Profit	1,342	383	669	996	1,351
Gross Margin (%)	18.7%	21.2%	18.7%	17.8%	17.8%
SG&A	840	157	331	506	680
SG&A (%)	11.7%	8.7%	9.2%	9.0%	9.0%
EBITDA	621	261	409	595	809
EBITDA (USD Mn)	43.9	18.3	28.2	40.8	55.7
EBITDA margin (%)	8.7%	14.4%	11.4%	10.6%	10.7%

- FY 2020E sales grow 5.6% compared to FY2019A sales, mainly due to higher Food products sales (export) due to low global supply as impact of COVID-19 and higher average exchange rate.
- FY 2020E gross margin is lower than FY 2019A mainly due to lower gross margin in Feeds as impact of higher average exchange rate and increase in prices of raw material.

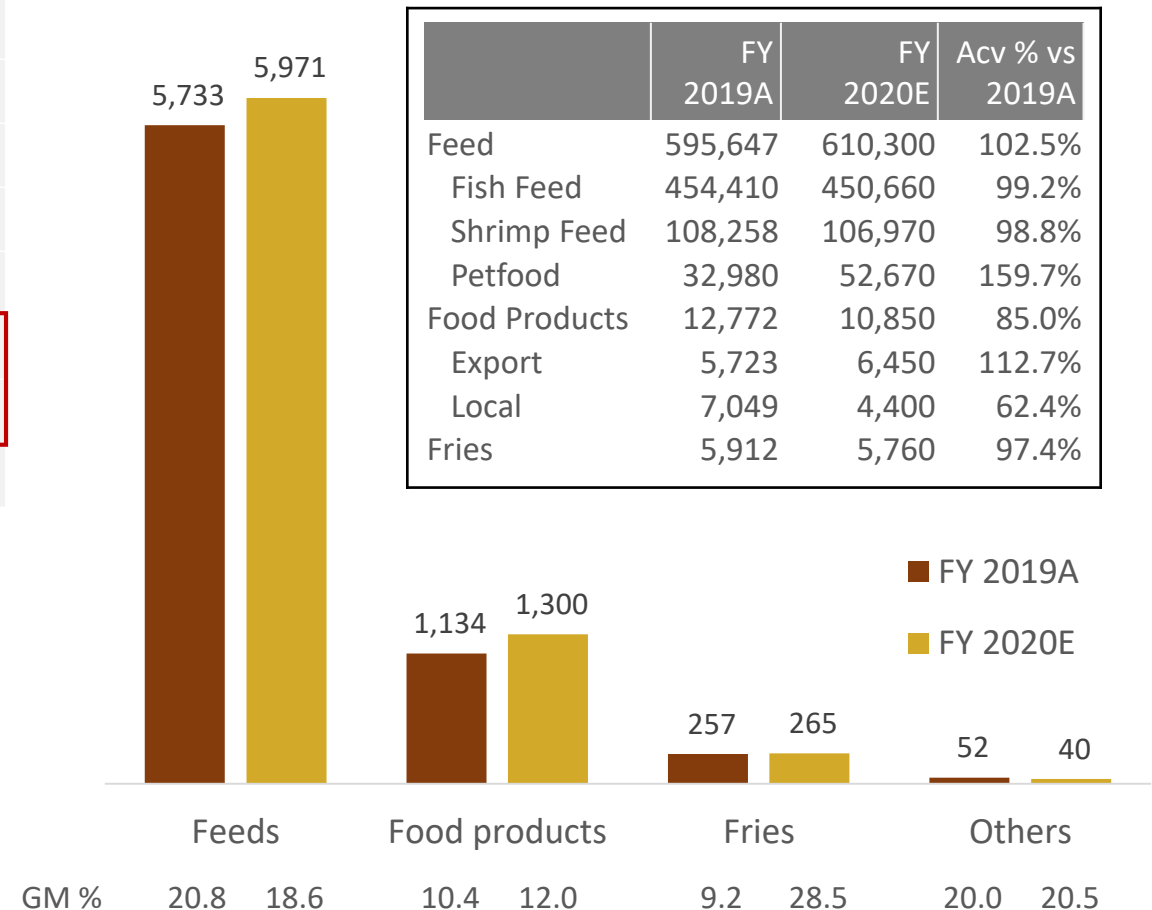
* 1Q-3Q2020 reports have been published and unaudited figure

** FX (Rp/USD) is using average daily Bank Indonesia's middle rate

Sales Breakdown

(in Billion Rp)

In tons, except Shrimp Fry in mn pcs



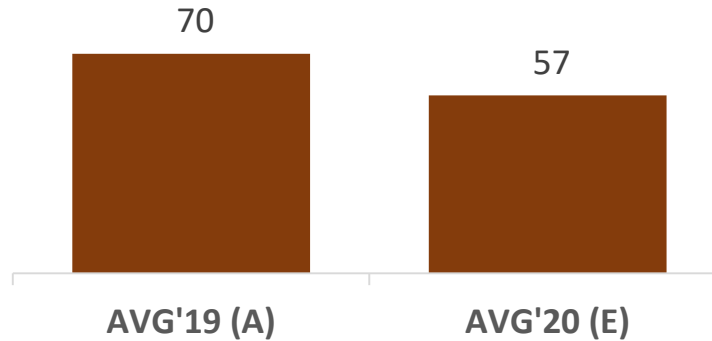
FY 2020E updates

Percentage of SG&A Expenses to Sales Improved



SG&A Expenses

(in Billion Rp/month)



	AVG'19 (A)	AVG'20 (E)
Total SG&A to sales	11.7%	9.0%
Total SG&A cash to sales	11.0%	8.2%
Selling Expenses		
Freight cost	7	7
Personnel Expenses	7	6
Depreciation	1	1
Others	16	8
Total Selling Expenses	31	22
G&A Expenses		
Personnel Expenses	21	21
Depreciation	3	4
Others	15	10
Total G&A Expenses	39	35
Total SG&A Expenses	70	57

- SG&A expenses decrease from Rp70 bn/month in 2019A to Rp57 bn/month in 2020E due to:
 - ✓ executing cost discipline efforts
 - ✓ Covid-19 situation impact on lower traveling and meeting expenses
 - ✓ the implementation of Accounting Standard (“PSAK”) 72 lowering Selling expenses Rp2.5bn/month (sales incentive is recorded as deduction of selling price)
 - ✓ the implementation of PSAK 73: change in recording the operational lease contracts more than a year that previously was recorded as rent expenses to financial lease, now is recorded as depreciation.
- Percentage of SG&A expenses cash to sales improves from 11.0% in 2019A to 8.2% in 2020E.

FY 2020E updates

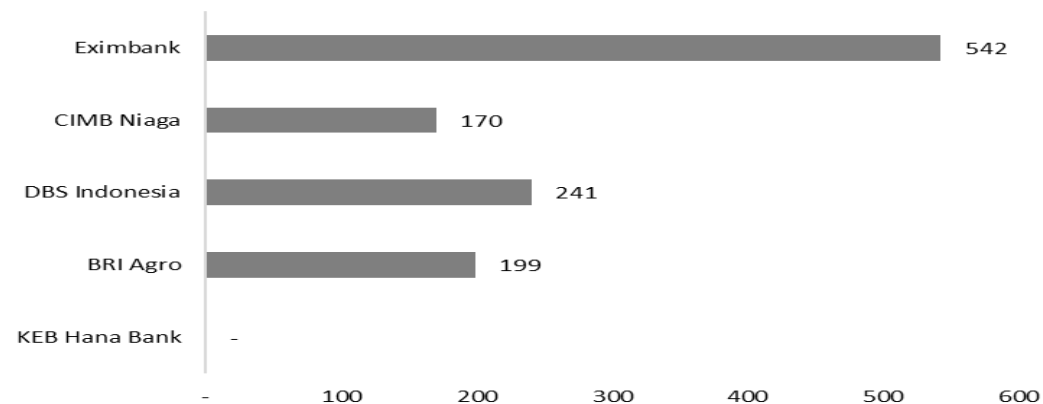
Balance Sheet and Cash Flow Statement



BALANCE SHEET (in Billion Rp)	FY 2019A	FY 2020E
Cash and cash equivalents	129	296
Account receivable	514	498
Inventory	787	703
Other current assets	144	102
Non-Current Assets	4,426	4,504
Total Assets	6,000	6,103
Account payable	575	590
Bank loans	1,682	1,222
Bonds payable/New loan	2,258	2,292
Other liabilities	1,156	1,546
Total Liabilities	5,671	5,650
Total Equity	329	453

CASH FLOW (in Billion Rp)	FY 2019A	FY 2020E
Receipts from customers	7,339	7,606
Payment to suppliers	(6,019)	(6,021)
Payment for expenses	(854)	(692)
Generated from operations	466	893
Payment of financing cost	(199)	(147)
Payment of income tax	(37)	(23)
Others	127	44
Cash flow from Operating	357	767
Cash flow from Investing	(41)	(119)
Cashflow from Financing	(300)	(482)
Net Increase/(decrease)	16	166
Beginning Cash Balance	115	129
Net effects of FX on cash	(2)	1
Ending Cash Balance	129	296

Working capital loan balance 2020E (Total Rp.1,151Bn)



Restructured or Term Loan payment schedule and balance

(in Billion Rp)	FY 2020E	> 2020
EXIM Bank	70.0	25.0
CIMB Niaga	133.7	-
QNB Indonesia	27.2	40.6
BRI	46.9	-
KEB Hana Bank	2.0	6.0
Total payment	279.8	71.6
Balance	71.6	-

FY 2020E updates

Business Plan Progress



No.	Key Initiatives	Progress
1.	<p>Fish Feed:</p> <ul style="list-style-type: none"> Shifting and selecting market penetration in Java and Sumatera to increase market share Focusing sales on high margin products Maintain the quality of fish broodstocks 	<ul style="list-style-type: none"> The Company remains market leader despite high competition in pricing from new players. The Company's effort to focus on high margin products, saw margin increase from FY 2019A to Q1 2020E. Lower margins experienced in Q2 and Q3 2020E were due to Covid-19. Lower purchasing power temporarily shifts consumers preference towards economy segment which has lower margin. The Company continues to improve the quality of fish broodstocks.
2.	<p>Shrimp Feed:</p> <ul style="list-style-type: none"> Fighting brand catered to value conscious consumer segment Maintain shrimp fry quality Provide technical support to enhance success rate of shrimp cultivation in free market farmers (Tambak Rakyat / smallholder farmers) 	<ul style="list-style-type: none"> The Company sold more of its fighting brand products than in 2019 The Company continues to improve quality of shrimp fry and Survival Rate (SR) to attain higher margins. The Company strives to provide first-rate technical support and improves service quality to farmers.
3.	<p>Pet Food:</p> <ul style="list-style-type: none"> Responding to rapid growth of Pet Food business, the Company planned to build a dedicated Pet Food facility in 2020 and supporting facilities in the future (production plant, laboratory & research, etc.) Initiate sales of standard-grade Cat food & Rabbit food category Expand Bird food distribution Start looking into export market 	<ul style="list-style-type: none"> The Company postponed building the dedicated Pet Food facility due to COVID-19. Instead, the Company purchased a new extruder for the Fish Feed mill which also can be utilized to produce Pet Food. The Company has launched standard-grade Cat food (Cleo) and will continue to launch new variants in the following quarters to sustain sales/penetrate new market categories. The Company postponed to launch rabbit food due to COVID-19. The Company postponed the expansion plan for export market and instead is focusing on local market distribution.

FY 2020E updates

Business Plan Progress



No.	Key Initiatives	Progress
4.	<p>Others:</p> <ul style="list-style-type: none">• Leverage frozen shrimp export business to capture market opportunity from existing shrimp raw material supply from Lampung pond site• Grow domestic processed food products targeting high volume and high growth segment• Continue providing top quality shrimp fry to complement shrimp feed products in order to maximize shrimp farmers productivity	<ul style="list-style-type: none">• The Company opened new facility in East Java to produce high margin products (live-harvest direct to processing) and is considering to add processing capacity through tolling company (3rd party) in Central Java, located adjacent to shrimp harvest/raw material supply. This is to alleviate unnecessary logistic costs, thereby improving margins.• Domestic food sales in 2020 was affected by COVID-19, where many HORECA (Hotel, Restaurant and Café) sites were temporarily closed during local lockdown period. However, the Company is focusing on selling canned products, boosting online selling, and reducing sales of product segment (Fish Fillet) which has lower margin.• The Company launched new shrimp fry line which is more resistant to disease.

2021 Profit and Loss Projection

2021 Projection

Sales volume Assumptions



		FY 2020E	FY 2021P	growth %
Feeds	tons	610,300	625,000	2.5%
Food Products	tons	10,850	9,900	-9.0%
Fries	mn fries	5,760	5,900	2.5%

- **General assumptions:**

- ✓ The Company sets moderate growth since COVID-19 is still expected to affect business operations in 2021.
- ✓ Exchange rate used is Rp15,000/US\$.
- ✓ Inflation is expected not exceeded 4.0%.

- **Feeds** is expected to grow 2.5%:

- ✓ Feeds consists of fish feed, shrimp feed and petfood.
- ✓ Fish feed and shrimp feed is expected to grow 1.5% and petfood is expected to grow 10.0%.

- **Food Products** will have negative growth 9.0%:

- ✓ Negative growth was due to local food products will have negative growth 30.0% in 2021 as steep decline of commodity products sales shifts focus to value-added products which have higher margin.
- ✓ While export food is expected to grow 5.0%

- **Fries** is expected to grow 2.5% in line with Feeds.

2021 Projection

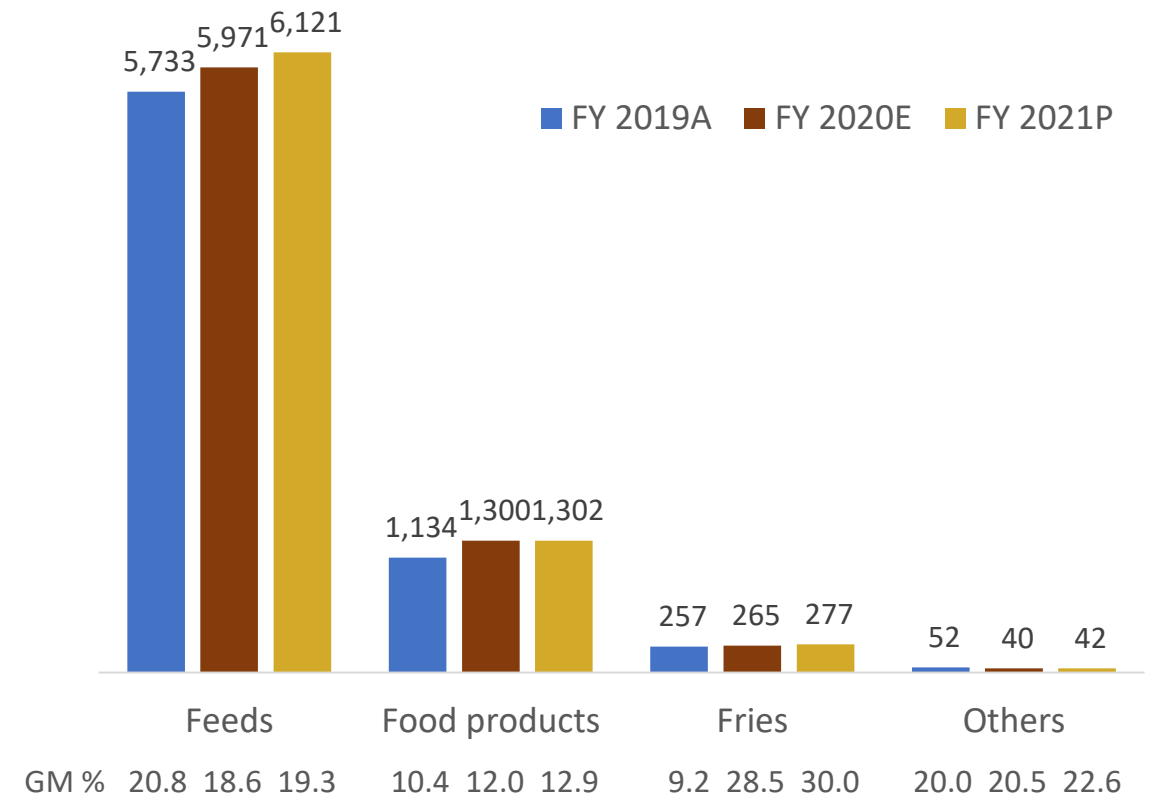
Profit and Loss



(in Billion Rp)	FY 2020E	FY 2021P
Closing FX (Rp/US\$)	14,105	15,000
Average FX (Rp/US\$)	14,774	15,000
Sales	7,577	7,742
Gross Profit	1,351	1,439
Gross Margin (%)	17.8	18.6
SG&A	680	747
SG&A (%)	9.0	9.6
EBITDA	809	842
EBITDA (USD Mn)	55.7	56.1
EBITDA margin (%)	10.7	10.9

- FY2021P sales is expected to grow 2.2% and gross margin is expected to achieve 18.6%.
- SG&A is expected to increase by 9.9% due to SG&A increment (to consider inflation), higher freight cost align with growth of sales volume, and higher promotion expenses due to re-initiation of marketing activities.
- FY2021P EBITDA is expected to grow by 4.1% to Rp.842.0 Bn.

Sales Breakdown
(in Rp bio)



2021 Capital Expenditure Projection

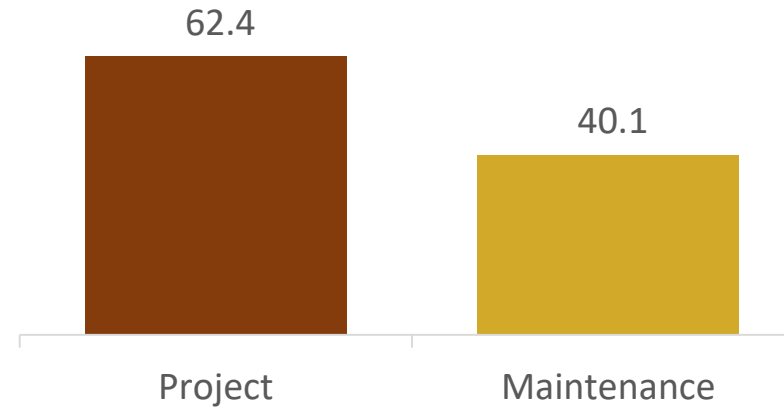
2021 Capital Expenditure Projection



2020 Capital Expenditure (in Billion Rp)

Capital Expenditures	Amount
Total Capex	119.3
Capex (amount relating to fire incident)	30.9
Capex (excluding amount relating to fire incident)	88.4

2021 Capital Expenditure – Proposed Budget (in Billion Rp)



- Project capital expenditure consists of:
 - ✓ Additional Extruder for Petfood Rp.52.4 billion (with additional capacity 3,000 ton per month)
 - ✓ New Hatchery facility in Bireun Rp.7.2 billion
 - ✓ Additional Machineries for Food business Rp.2.8 billion
- Maintenance capital expenditure: routine maintenance for feed mill, hatcheries and frozen shrimp and food plant.

End of Presentation



Aquaculture
Company

Thank you