

PT Cisarua Mountain Dairy Tbk

1Q 2023 Results Presentation

2 May 2023



Disclaimer



IMPORTANT: You must read the following before continuing. By attending the meeting where this presentation (this "**presentation**"), is made, or by reading the presentation materials, you are agreeing to maintain absolute confidentiality regarding the information disclosed in this document and to be bound by the following limitations:

This presentation is for informational purposes only. It is not intended for potential investors and does not constitute or form part of, and should not be construed as an offer or the solicitation of an offer to subscribe for or purchase securities of PT Cimory Mountain Dairy Tbk (the "**Company**"), and nothing contained therein shall form the basis of or be relied on in connection with any contract or commitment whatsoever. The information in this presentation has been prepared by representatives of the Company for use in presentations by the Company and does not constitute a recommendation regarding the securities of the Company. No other party accepts any responsibility whatsoever, or makes any representation or warranty, express or implied, for the contents of these materials, including their accuracy, completeness or verification or for any other statement made or purported to be made in connection with the Company and nothing in these materials or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained herein. Neither the Company nor any of the Company's advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. Further, nothing in this document should be construed as constituting legal, business, tax or financial advice. The information set out herein is still in draft form and may be subject to updating, completion, revision, verification and amendment and such information may change materially. All information herein reflects prevailing conditions as of the date of this presentation or as of the dates specified in this presentation, all of which is subject to change.

It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its advisors or representatives are under an obligation to update, revise or affirm.

This presentation also contains certain statistical data and analyses (the "Statistical Information") which have been prepared in reliance upon information furnished by the Company and/or third party sources. The Company has not independently verified the accuracy of any Statistical Information herein that has been attributed to third party sources. Numerous assumptions were used in preparing the Statistical Information, which assumptions may or may not appear herein. As such, no assurance can be given as to the Statistical Information's accuracy, appropriateness or completeness in any particular context, nor as to whether the Statistical Information and/or the assumptions upon which they are based reflect present market conditions or future market performance. You should not unduly rely on such information.

This presentation contains forward-looking statements and other information that involves risks, uncertainties and assumptions. Forward-looking statements are statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as "anticipates", "believes", "estimates", "expects", "intends", "plans", "predicts", "projects" and similar expressions. Such forward-looking statements include, without limitation, statements relating to the competitive environment in which the Company operates, general economic and business conditions, political, economic and social developments in the Asia-Pacific region (in particular, changes in economic growth rates in Indonesia and other Asian economies), the Company's production and expansion plans, costs and liabilities, growth forecasts for the Company and its industry and other factors beyond its control. Actual outcomes may vary materially from those indicated in the applicable forward-looking statements. Any forward-looking statement or information contained in this presentation speaks only as of the date the statement was made. The Company, its affiliates, advisers or representatives assumes no obligation to update any information contained in this presentation or to publicly release any revisions to any forward-looking statements to reflect actual results or events or circumstances that occur or that we become aware of after the date of this presentation.

This presentation is not an offer of securities for sale in the Republic of Indonesia and does not constitute a public offering in Indonesia under the Indonesian Law No. 8 of 1995 on Capital Market and its implementing regulations.

This document is not an offer of securities for sale in the Republic of Indonesia and is not intended to constitute a public offering under Indonesian capital market laws and regulations ("**Indonesian Capital Market Law**"). Neither this presentation nor any portion hereof may be sent or transmitted to the Republic of Indonesia or any jurisdiction where it is unlawful to do so. Any failure to comply with these restrictions may result in a violation of the Indonesian Capital Market Law or the applicable laws of other jurisdictions. The securities of the Company have not been and will not be registered under the United States Securities Act of 1933, as amended (the "**Securities Act**"), and may not be offered, sold or delivered within the United States absent from registration under or an applicable exemption from the registration requirements of the United States securities laws.

This presentation and the information contained herein is being furnished to you solely for your information and may not be reproduced or redistributed to any other person, in whole or in part in any manner. In particular, neither the information contained in this presentation nor any copy hereof may be, directly or indirectly, taken or transmitted into or distributed in the United States, Canada, Australia, Japan or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with this restriction may constitute a violation of the United States or other national securities laws. No money, securities or other consideration is being solicited, and, if any is sent in response to this presentation or the information contained herein, it will not be accepted. This document may not be taken away.

Our Presenters Today



Farell Sutantio

*President Director
Group Chief Executive Officer*



Axel Sutantio

*Director
MP Chief Executive Officer*



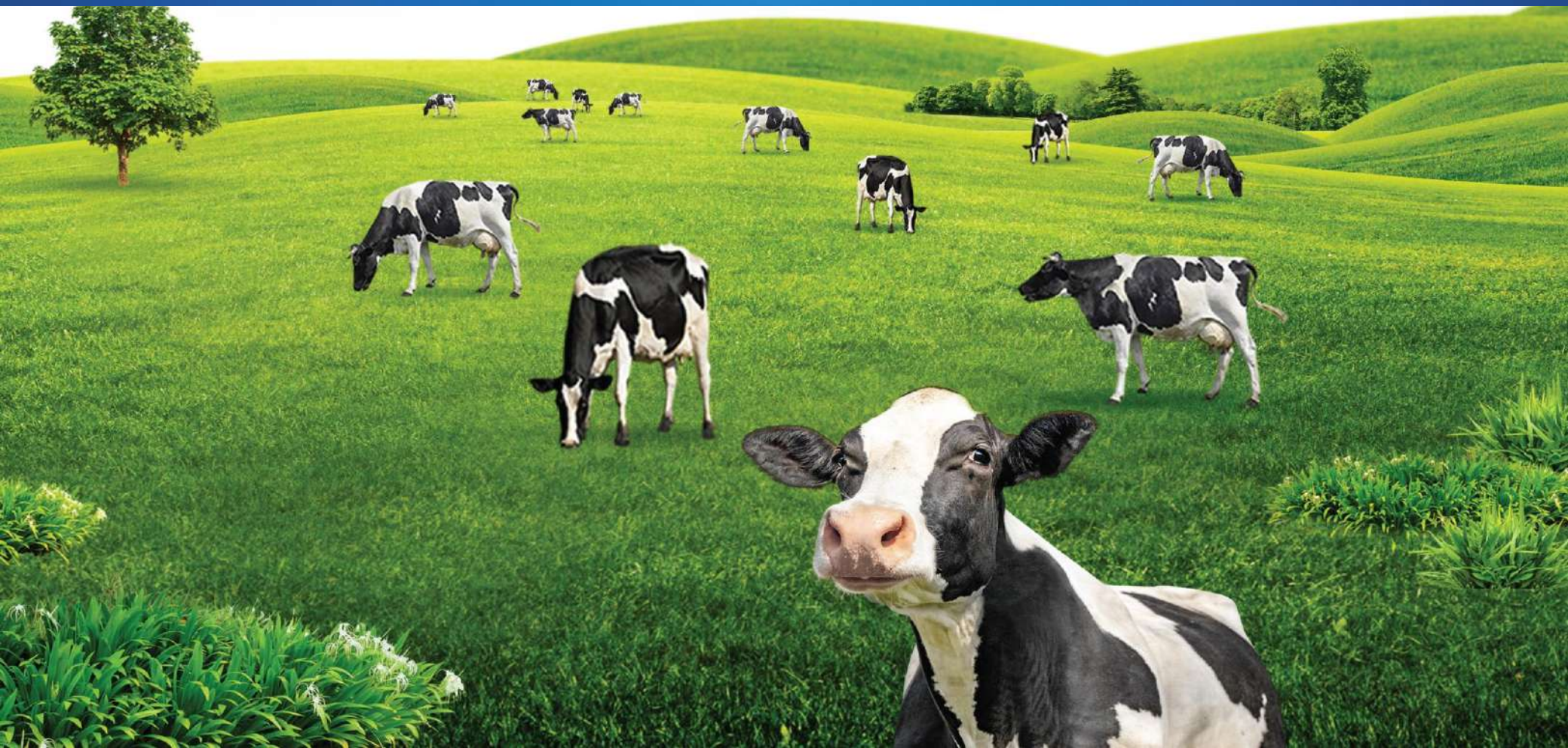
Bharat Joshi

*Director
Chief Financial Officer
& Investor Relations*

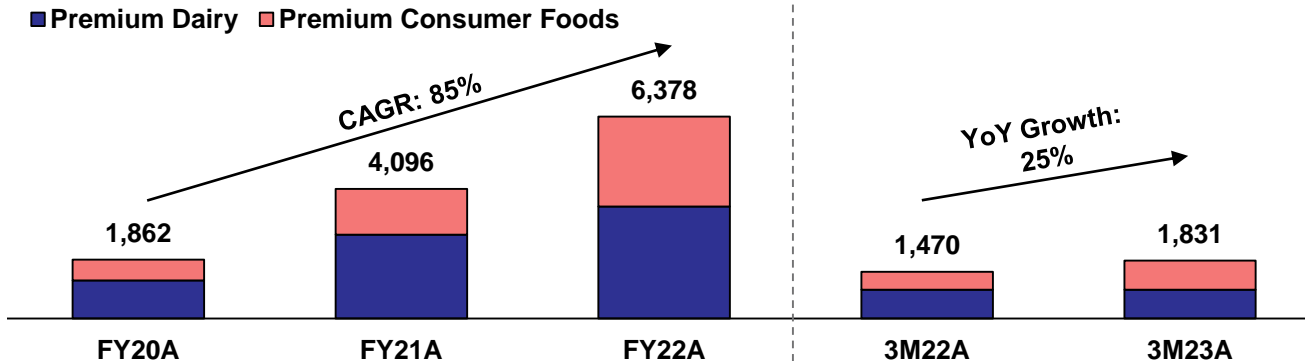


| | | |
|---|-------------------------|----|
| 1 | Financial Results | 4 |
| 2 | Operational Performance | 13 |
| 3 | Key Takeaways | 19 |

1 | Financial Results



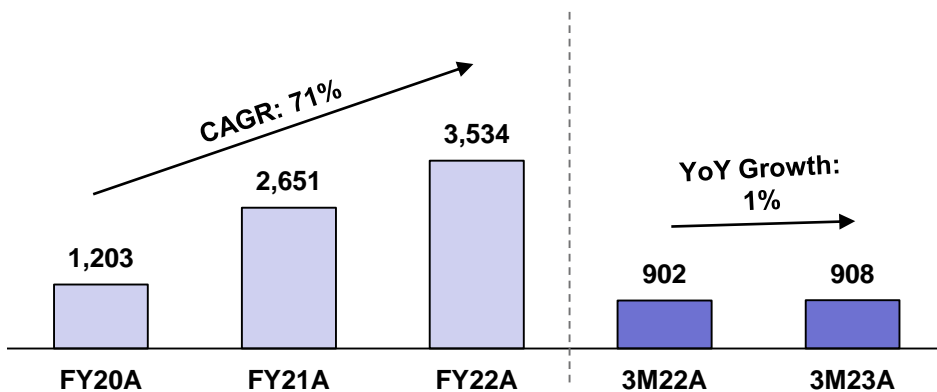
Total Net Sales (Rp bn)



Commentary

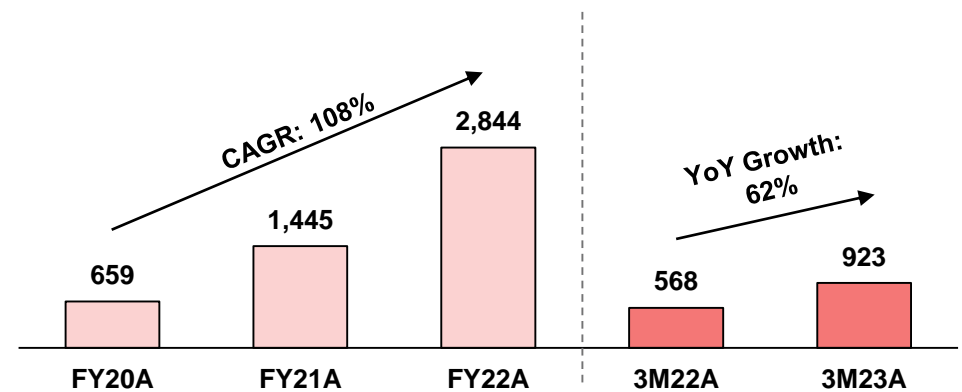
- Continued YoY expansion of Total Net Sales, primarily driven by **strong growth in Premium Consumer Foods and UHT Milk**

Premium Dairy Net Sales (Rp bn)



- Significant YoY growth in the UHT milk category**
- Softening YoY demand for Yogurt, which saw strong performance in 3M22 partially driven by COVID restrictions

Premium Consumer Foods Net Sales (Rp bn)

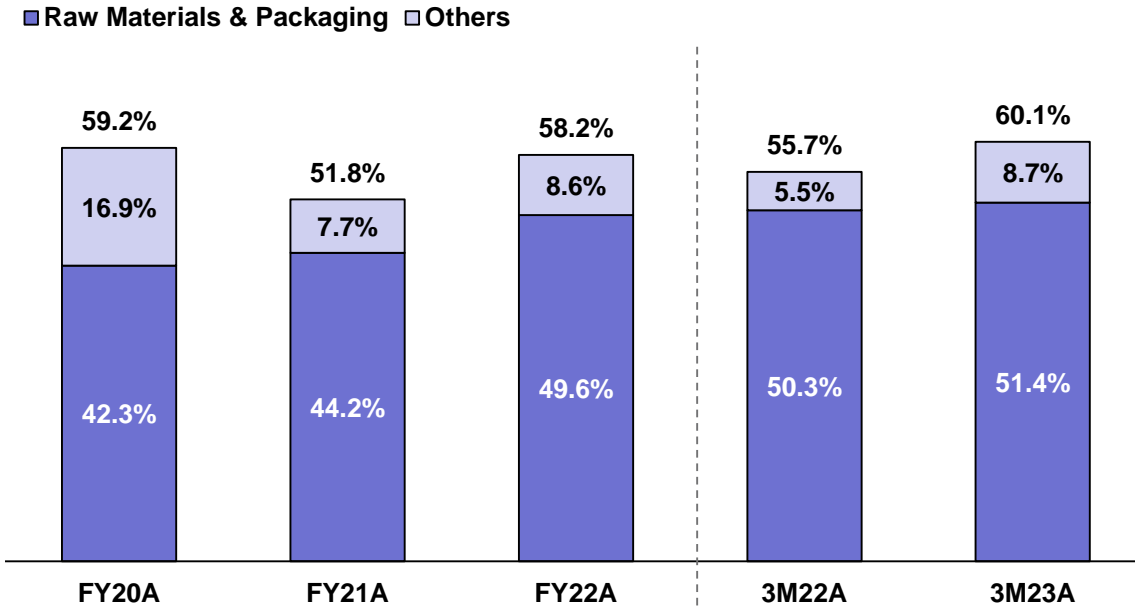


- Substantial growth across all product categories** within Premium Consumer Foods

Gross profit



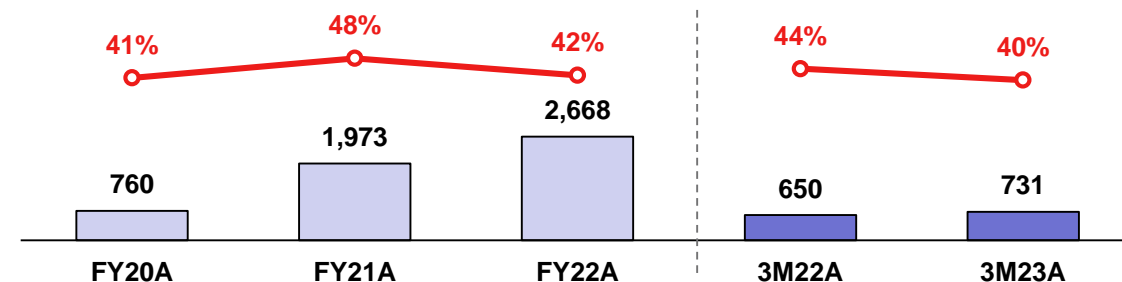
Cost of Sales % Net Sales (Rp bn)



Commentary

- Heightened Raw Materials & Packaging costs as we work through historical inventory which was acquired during periods of elevated prices
- Increase in Other Cost of Sales partially attributable to wage growth

Gross Profit & Margin (Rp bn)



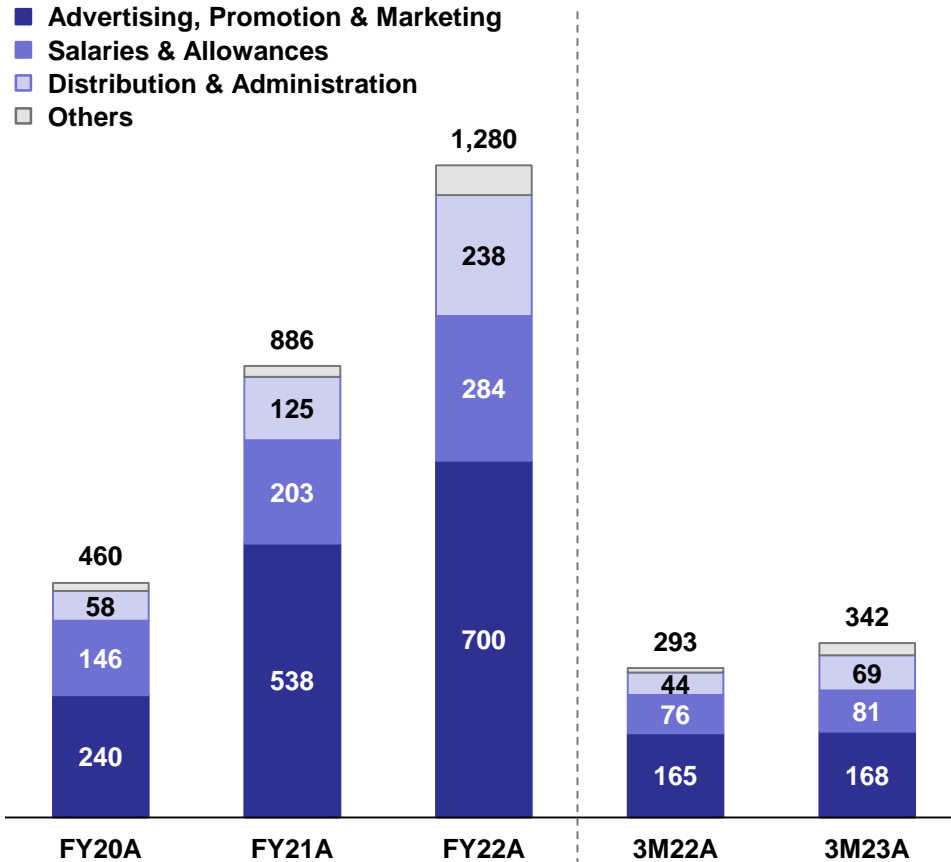
Commentary

- Decline in Gross Margins flowing from historical heightened Raw Materials & Packaging costs
- **Potential for Gross Margin improvement as raw material prices continue to decline and the IDR strengthens**

Selling & marketing expenses

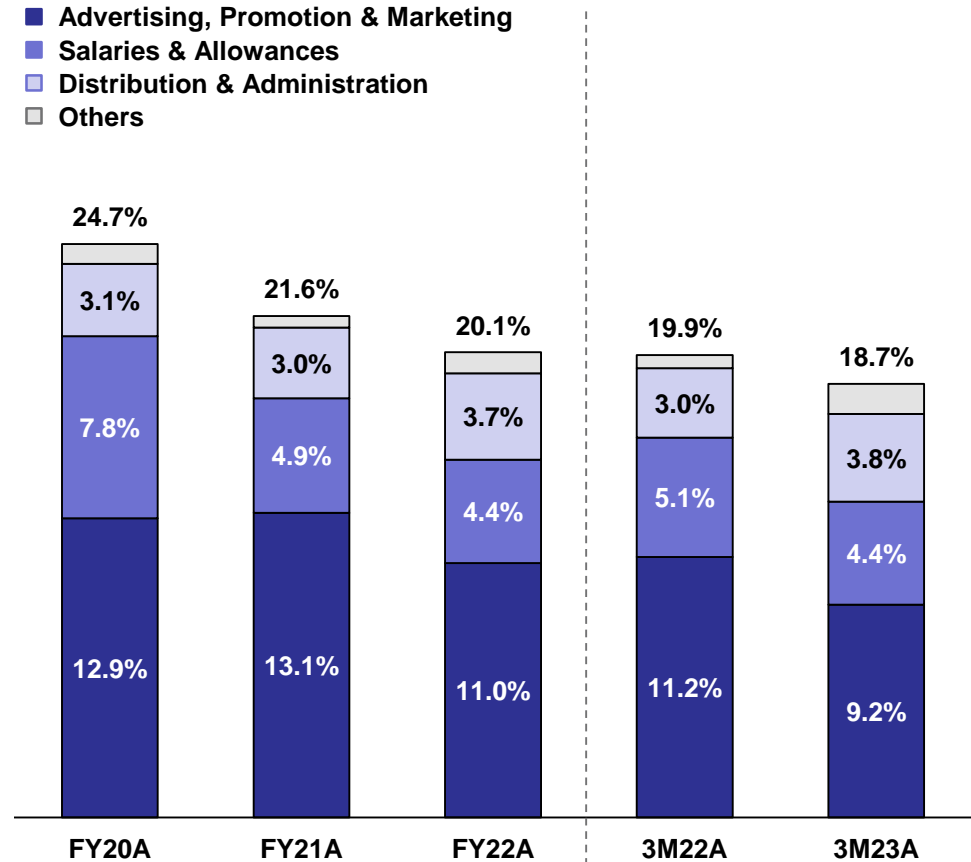


Selling & Marketing Expenses (Rp bn)



- **Frontloading of Advertising, Promotion & Marketing in 4Q22** resulted in a reduced need for spend in 1Q23

Selling & Marketing Expenses % Net Sales (Rp bn)



- Whilst our core marketing strategy remains digital & social media focused, we are **opportunistically taking advantage of cost-competitive outdoor advertisements**

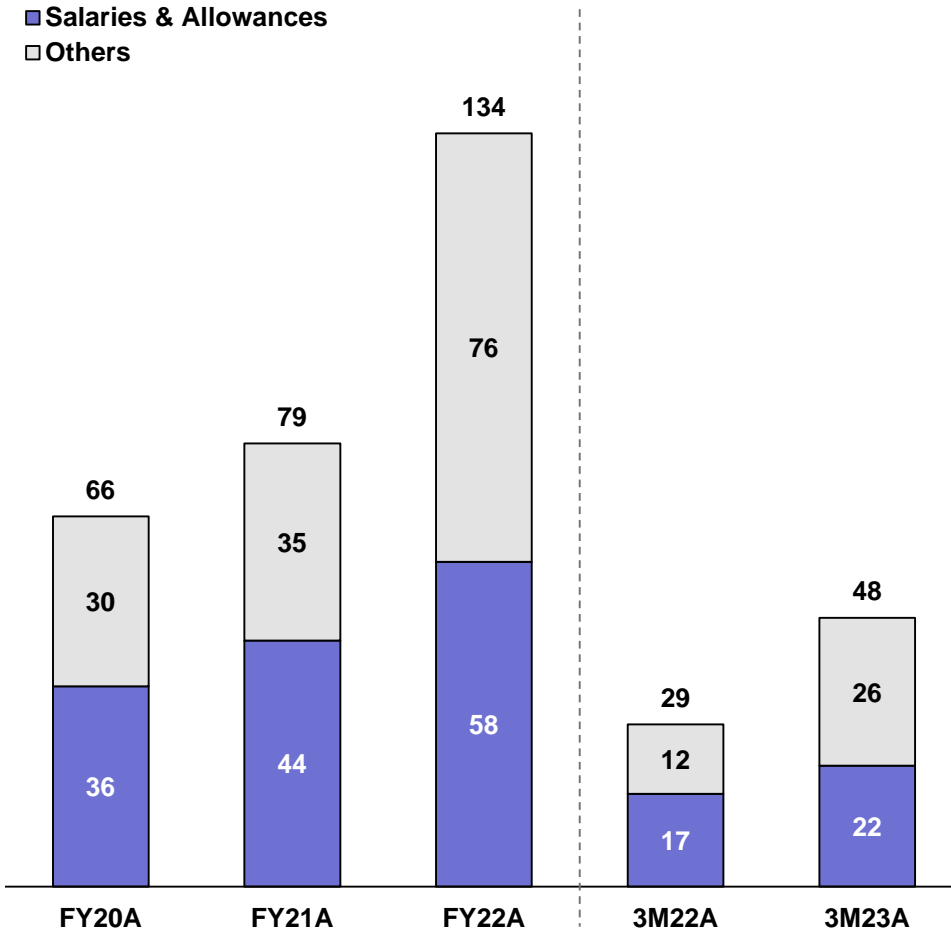
Opportunistic outdoor marketing



General & administrative expenses

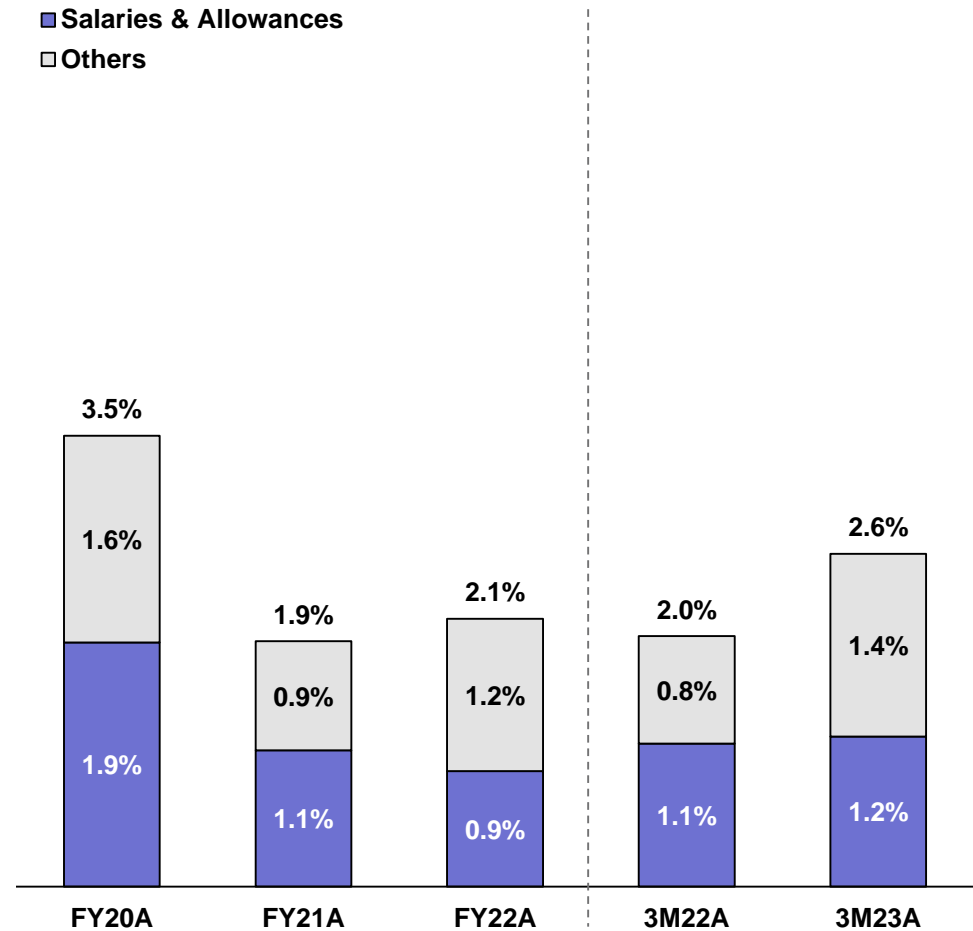


General & Administrative Expenses (Rp bn)



■ YoY growth in Salaries & Allowances expenses due to **expanding operations to support top-line growth**

General & Administrative Expenses % Net Sales (Rp bn)

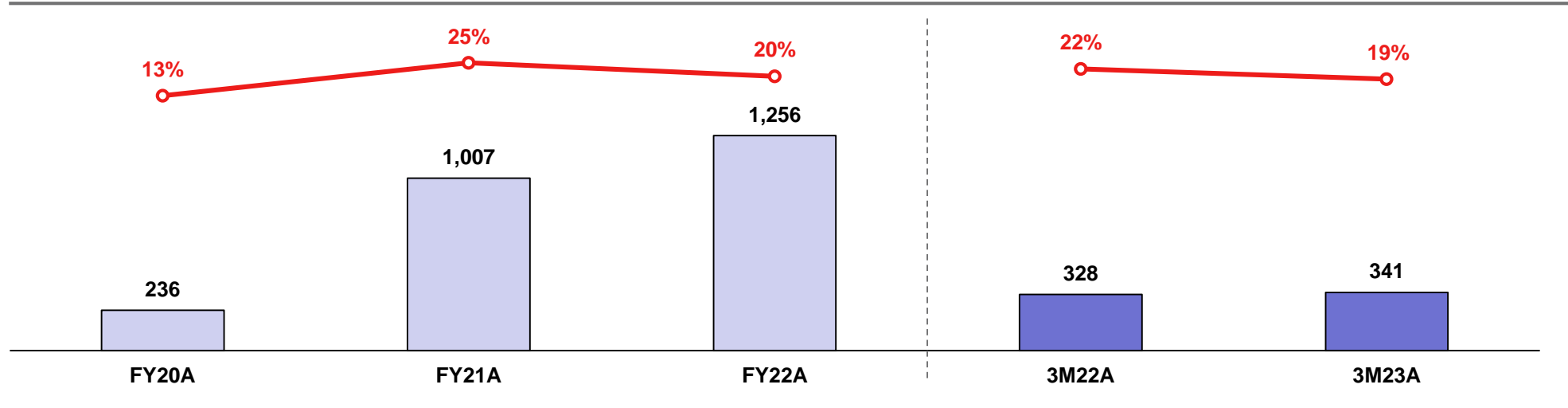


■ Over time, expected to **benefit from economies of scale**

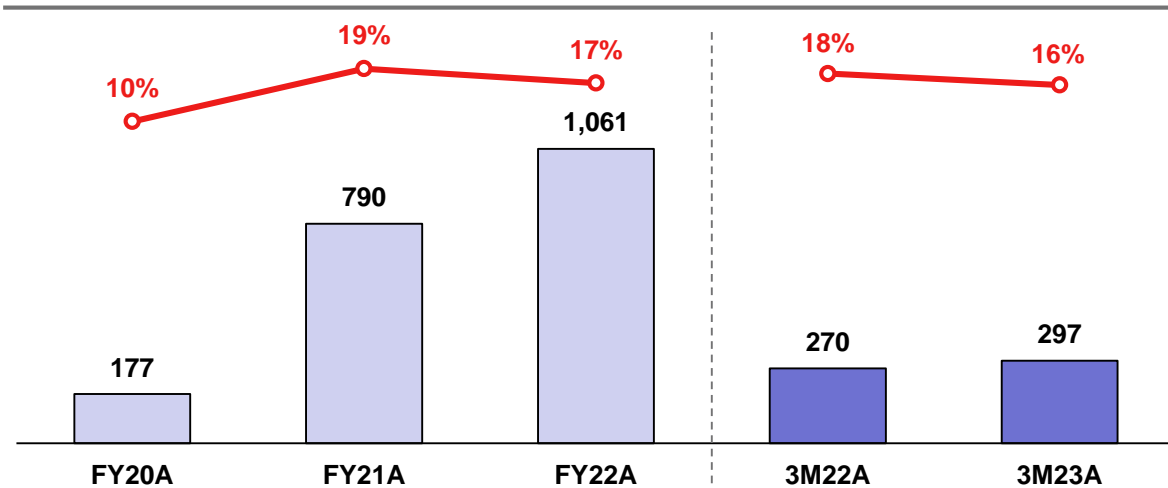
Operating & net profit



Operating Profit & Margin (Rp bn)



Net Profit & Margin (Rp bn)



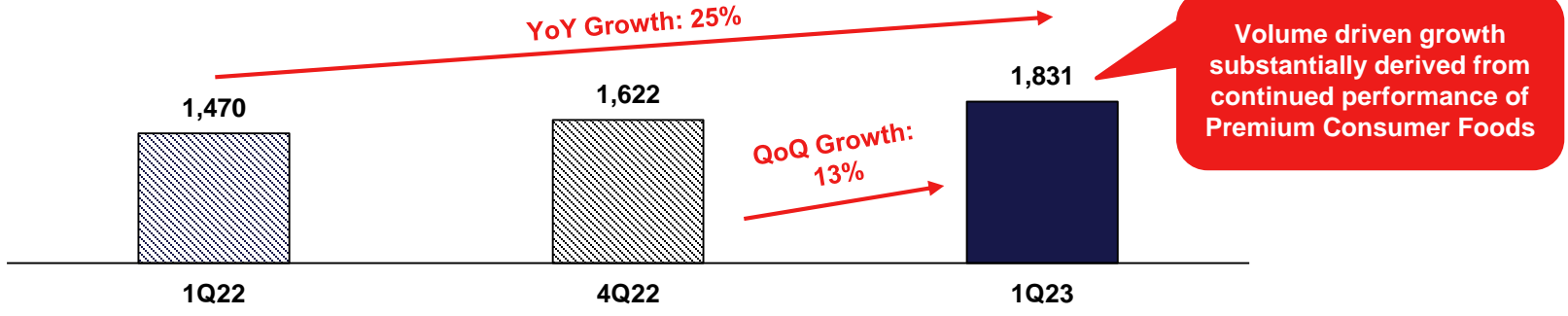
Commentary

- Strong top-line growth led to improved absolute net profits
- Dampened margins driven by use of historical inventory acquired at heightened prices

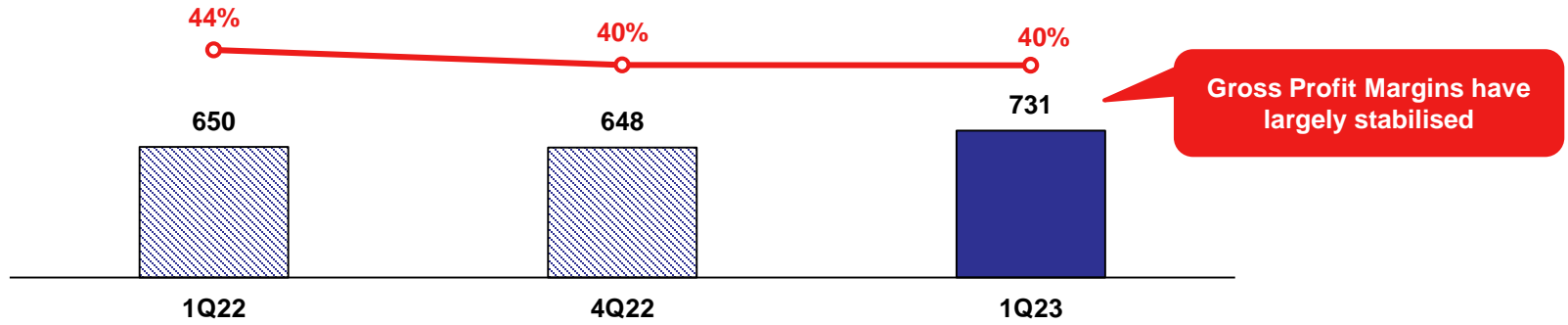
Quarterly performance



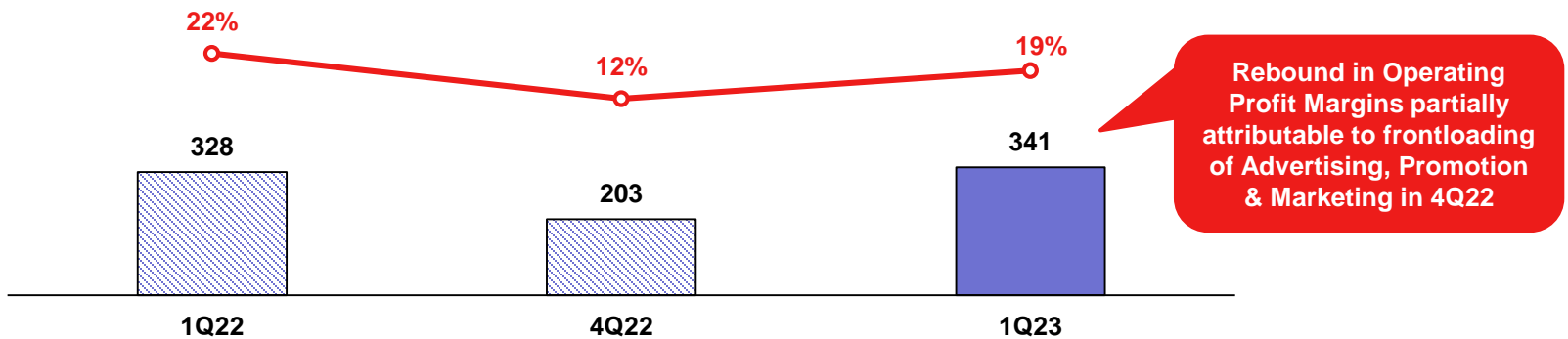
Net Sales



Gross Profit & Margin



Operating Profit & Margin

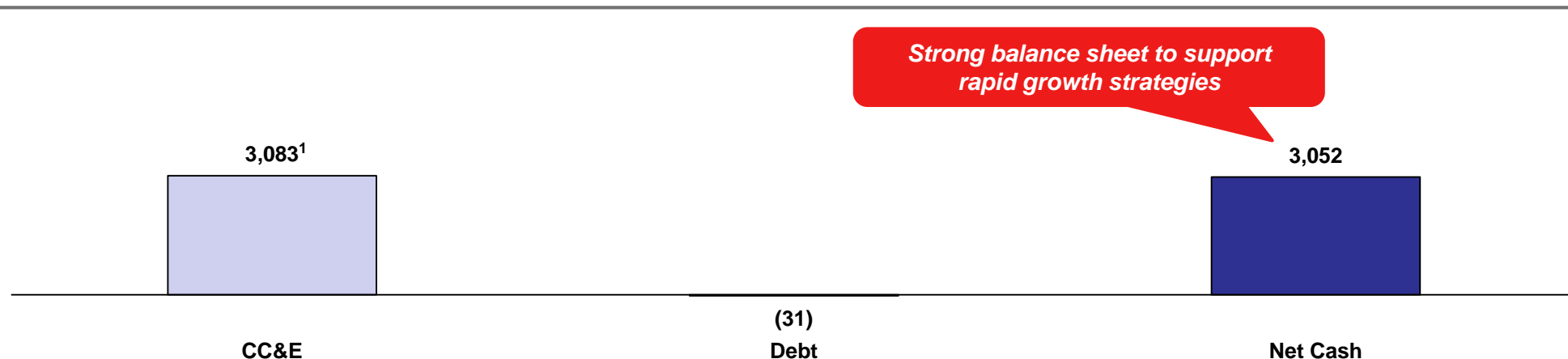


Note: Figures shown in RP bn.

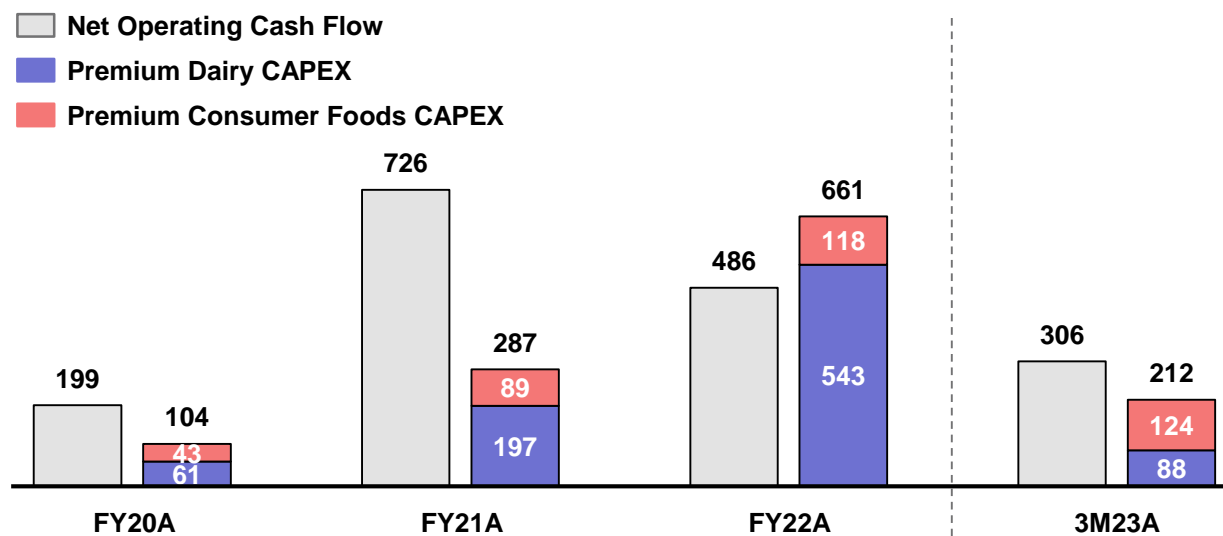
Balance sheet & cash flows



Net Cash (Debt) Position (Rp bn)



Net Operating Cash Flows vs Capital Expenditure (Rp bn)

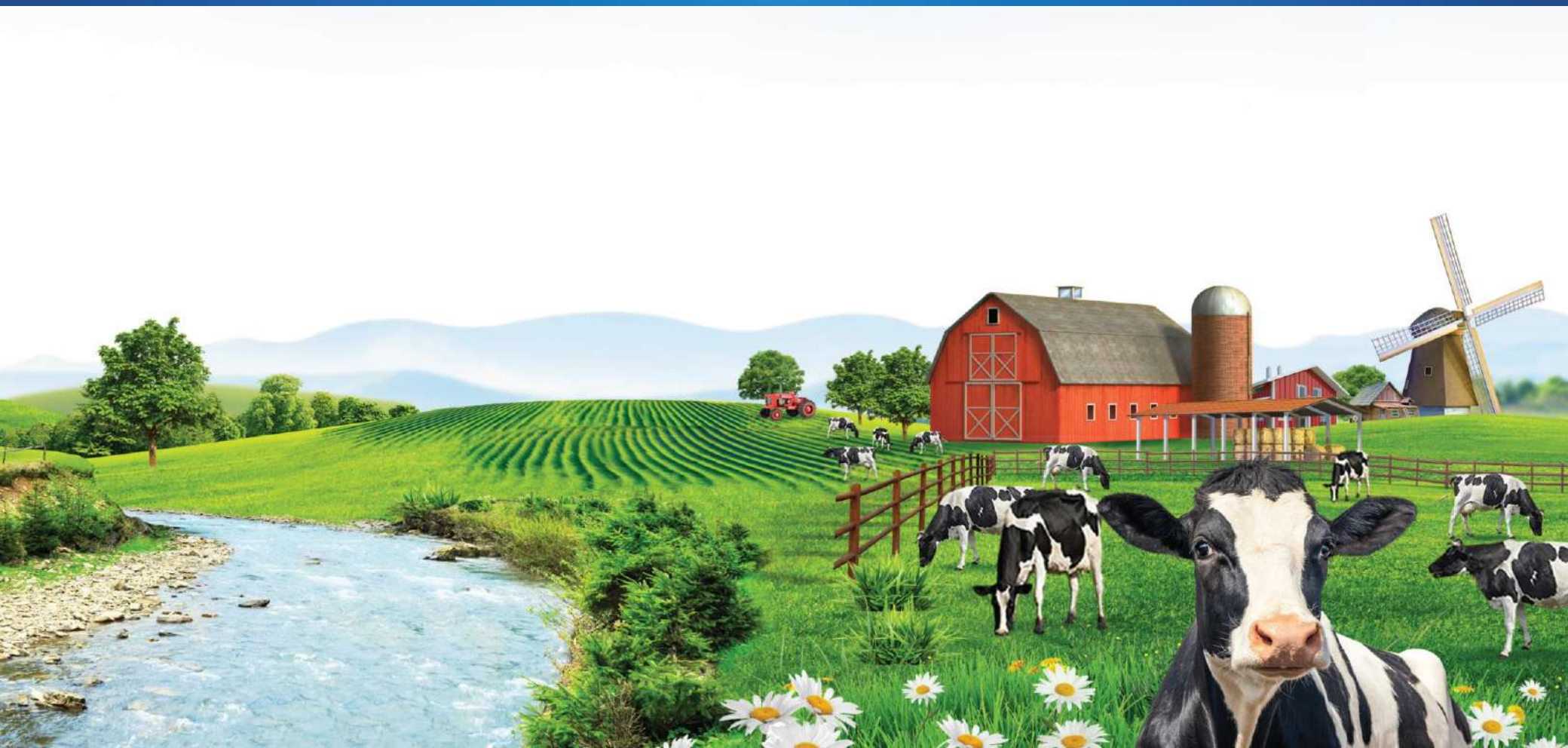


Commentary

- Strong Net Operating Cash Flows in 3M23 driven by **improvements in working capital requirements and reduction of inventory days**
- A portion of CAPEX to expand production capacity made in FY22 was recognized in 3M23

Note: 1) Includes IDR809bn of current and non-current Investment in Marketable Securities (i.e. government bonds).

2 | Operational Performance

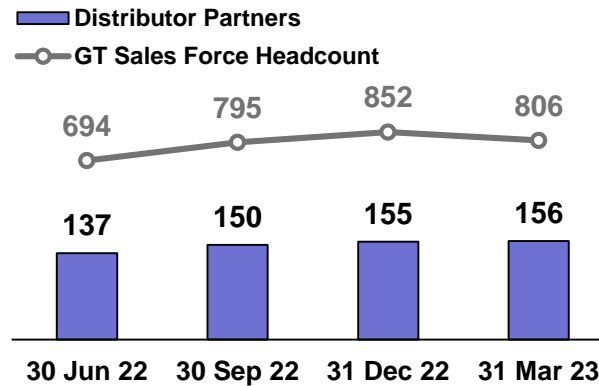


Successful execution of our channel penetration strategies, with an emphasis on improving productivity per MCM agent

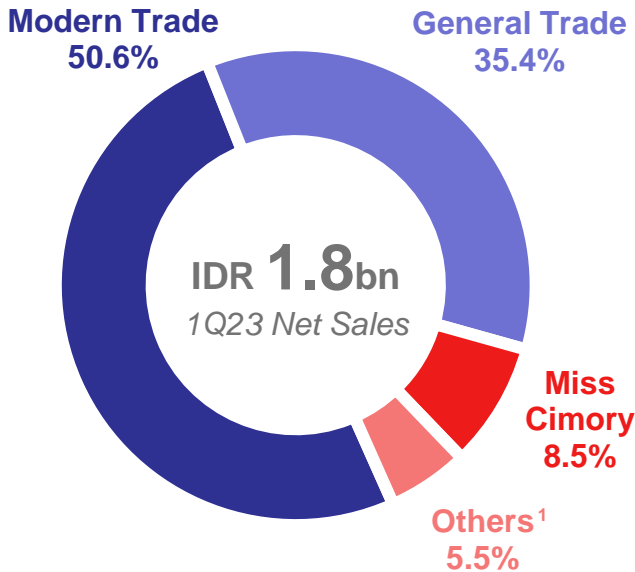
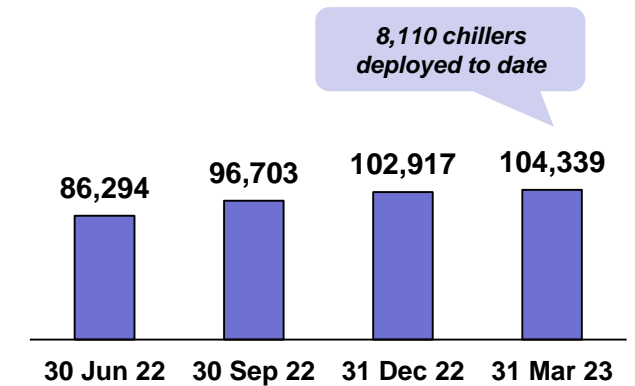


General Trade (“GT”)

Sales Force & Distributor Network

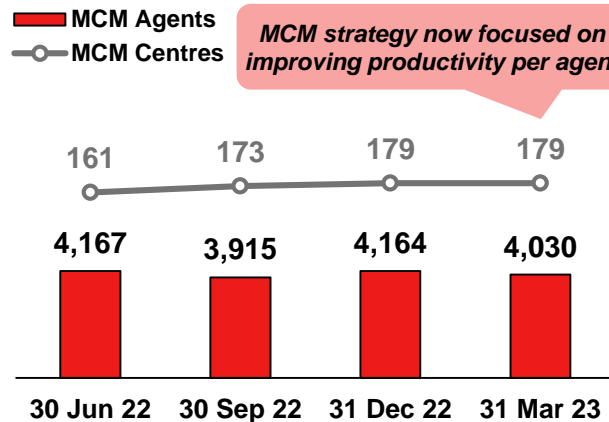


Outlet Footprint

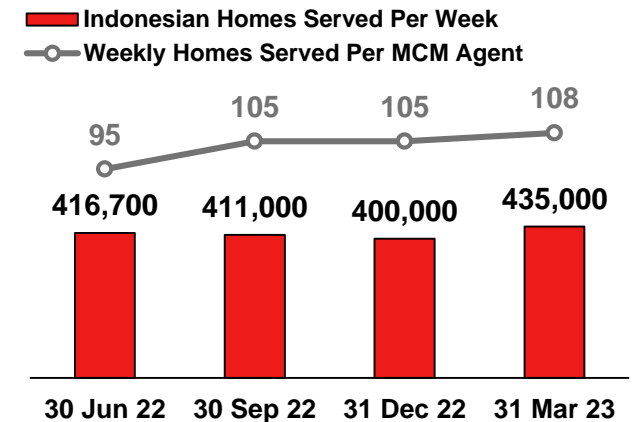


Miss Cimory (“MCM”)

MCM Agents & Centres



MCM Reach²

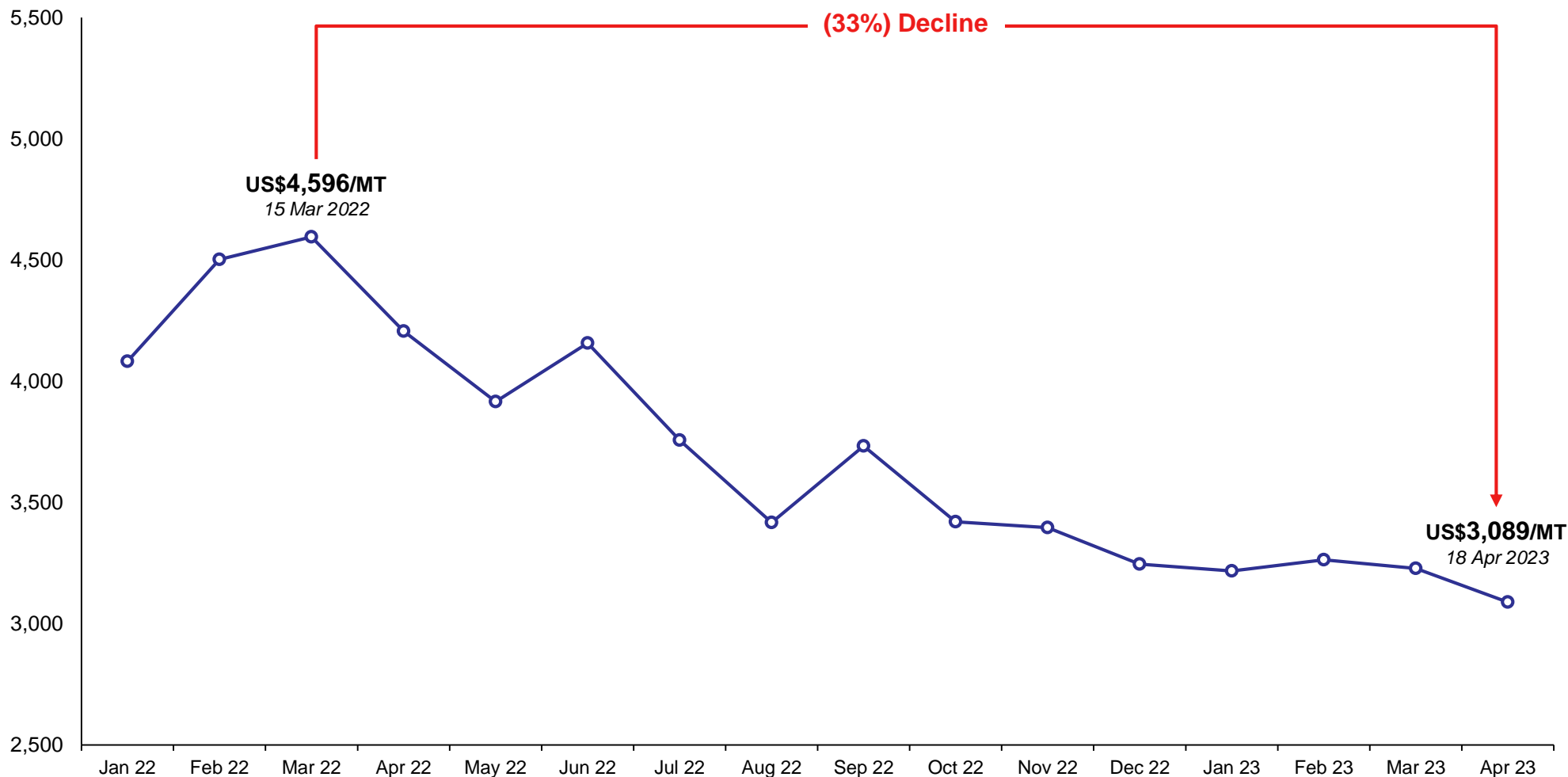


Note: 1) Others includes Food Service Industry, E-Commerce and Export segments; 2) Shown on an annualised basis.

Price of raw materials continue to normalise, which if sustained will result in a positive impact on our Gross Margins



Whole Milk Powder Prices (US\$/MT)¹

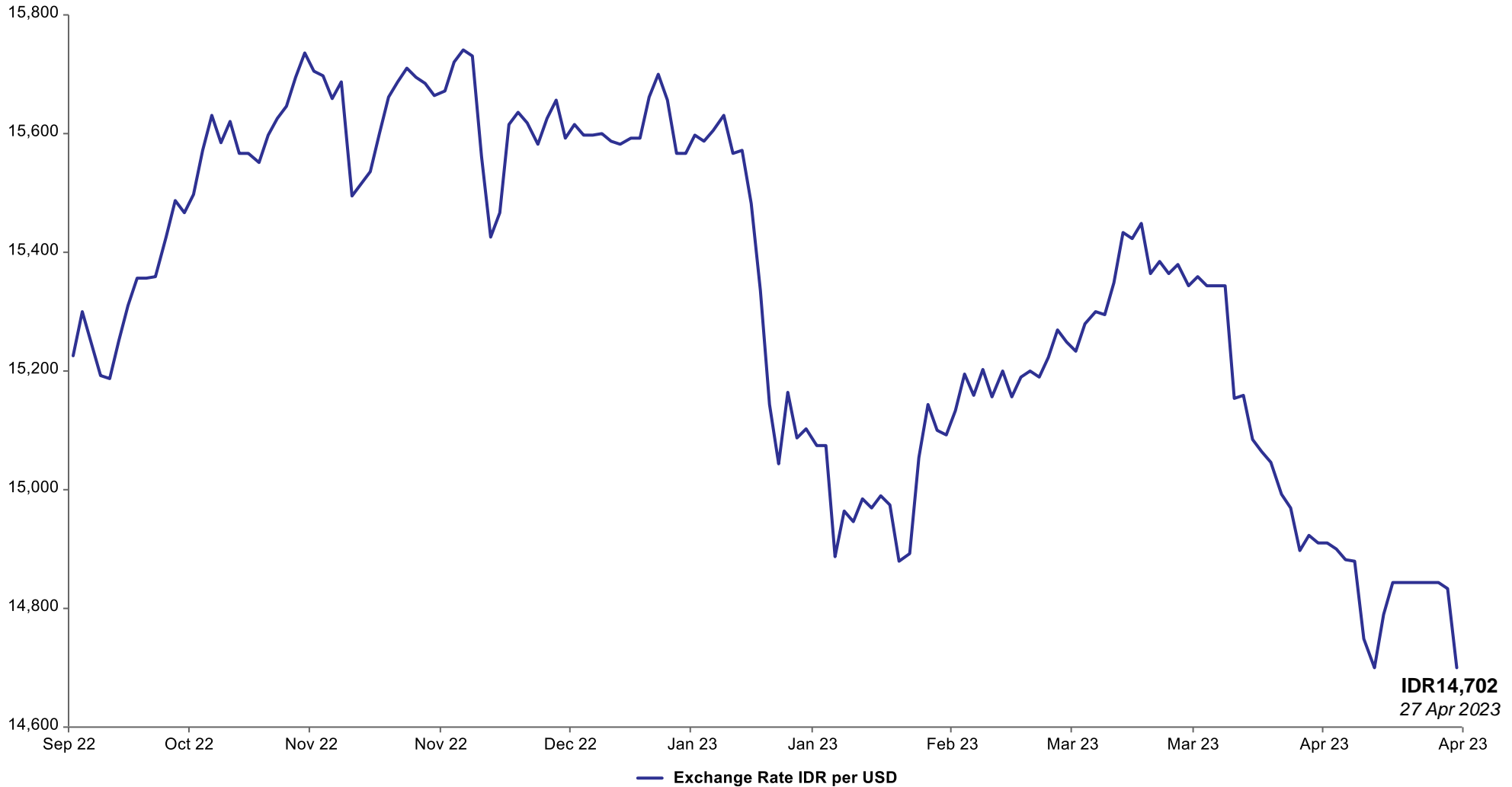


Note: 1) Per Global Dairy Trade as at 18 Apr 2023.

Continued strengthening of the Indonesian Rupiah



IDR per USD (Last 6 Months)

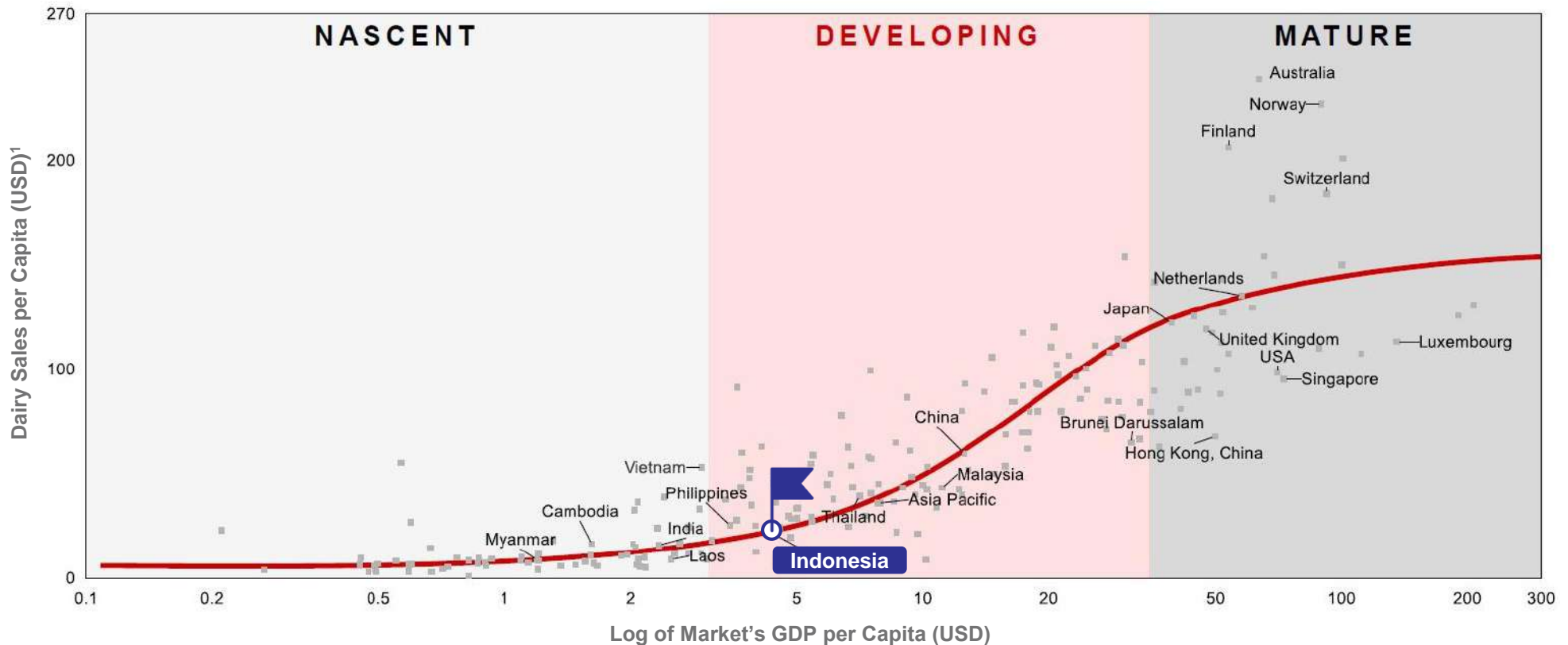


Indonesia dairy market has substantial runway to expand on the back of Indonesia's consumption growth story



Dairy market in Indonesia is in the early stages of development with significant headroom to grow, supported by strong Indonesian macroeconomic tailwinds

Dairy Sales per Capita by Market (2021)



Note: 1) Encompasses Milk Formula, Drinking Milk Products, Yoghurt and Sour Milk, and Condensed and Evaporated Milk.
Source: EIU, BPS, World Bank, Euromonitor.

We will maintain our focus on investing in channel growth and new product launches to capture rising consumer demand



Channel Growth

Well positioned to increase our shelf space while continuing to invest heavily across our fast-growing MCM and GT channels

New Products Yogurt Stick



Flavour Extensions Kanzler Singles



Launch of New Products

- *Launch of Yogurt Stick in late 1Q23, a more affordable packaging format aimed at introducing new customer demographics to Cimory*
- *Continued innovation of flavour extensions across Premium Consumer Foods*



Continued Top-Line Growth

3 | Key Takeaways



Key takeaways



1

Strong 3M23 top-line expansion of 25% YoY, driven primarily by volume-based growth

2

Consumer Foods exhibited exceptional performance of 62% YoY Net Sales growth in 3M23, driven by contributions from all product categories

3

Stabilizing Gross Profit Margins with potential improvements as decreasing raw material prices come into effect

4

Improvements in Operating Cash Flows attributable to improved working capital requirements, coupled with a strong balance sheet to support growth initiatives

5

Product innovation capabilities puts Cimory in prime position to capitalize on Indonesia's continuing consumption growth story, driven by a rapidly expanding middle class



