

DISCLOSURE OF INFORMATION TO SHAREHOLDERS PT MULIA BOGA RAYA Tbk.

To comply with the provisions of Regulation of the Financial Service Authority No. 17/POJK.04/2020 on Material Transaction and Change of Business Activity

("POJK No. 17/2020")

In connection with the plan to add the business activities of PT Mulia Boga Raya Tbk, namely in the business sector of seasoning and food flavoring industry as well as restaurants and other mobile food service.



PT Mulia Boga Raya Tbk ("**Company**")

Business Activity: Industry of precessing other dairy products

Domiciled in Bekasi Regency, Indonesia

Company Head Office: Kawasan Bekasi International Industrial Estate Jl. Inti Raya II Blok C.7 No. 5A, Desa Cibatu, Cikarang Selatan, Kabupaten Bekasi, Jawa Barat Tel. (021) 5694 3299; Faks. (021) 5697 3896 Website: www.prochiz.com Email: corp.secretary@prochiz.co.id

This Disclosure of Information is important to be rad and considered by the Company's shareholders to make decisions regarding the addition of the Company's business activities.

If you have difficulty understanding the information contained in this Disclosure of Information or are unsure about making a decision, you may consult a sucirities broker, investment manager, legal adviser, public accountant or other professional adviser.

The Board of Commissers and Directors of the Company, both individually and collectively are fully responsible for the completeness and correctness of all material information or facts contained in this Disclosure of Information and confirm that the information stated in this Disclosure of Information is true and there are not material facts that not stated which could cause the material information in this Disclosure of Information to be incorrect and/or misleading.

This Disclosure of Information is published on 06 March 2023



APPROXIMATE OF GMS SCHEDULE

The Company intends to seek approval from the Company's shareholders for the addition of the Company's business activites ("**Changes of Business Activities**") with an estimated time schedule as follows:

No	Activities	Dated
1	Notification of the plan for Annual General Meeting of Shareholders (" AGMS ") throught the website of PT Bursa Efek Indonesia (" Stock Exchange ") to the Financial Services Authority (" OJK ")	27 Februari 2023
2	Announcement of the AGMS to the Company's shareholders throught the Stock Exchange website, eASY.KSEI website, and the Company's website www.prochiz.com.	06 Maret 2023
3	Announcement of Disclosure of Information and providing of data regarding Changes of Business Activities throught the Stock Exchange website and Company's website www.prochiz.com.	06 Maret 2023
4	Invitation of the AGMS to Company's shareholders throught the Stock Exchange website, eASY.KSEI website, and the Company's website www.prochiz.com .	21 Maret 2023
5	The AGMS day	12 April 2023
6	Announcement of the summary of result of the AGMS throught the Stock Exchange website and Company's website www.prochiz.com .	14 April 2023

IMPLEMENTATION OF AGMS

In accordance with applicable laws and regulations, the plan to Change of Business Activities as described in this Disclosure of Information will seek approval from the Company's shareholders at the AGMS on April 12, 2023. Notification of the AGMS is announced throught eASY.KSEI via link <u>https://akses.ksei.co.id</u>, Indonesia Stock Exchange website, and the Company's website <u>www.prochiz.com</u> on March 6, 2023. Shareholders who are entitled to attend or be represented at the Meeting are shareholders whose names are registered in the Company's Register of Shareholders and/or the owner of the Company's share balance in the securities sub-account at the Collective Custody of PT Kustodian Sentral Efek Indonesia (KSEI) at the close of share trading on the Indonesia Stock Exchange on March 20, 2023. For shareholders who are unable to attend the AGMS, can give their power of attorney to other parties according to with the provisions stipulated in the invitation for the Company's AGMS no later than 7 (seven) working days before the AGMS is held.

Attendance quorum and decision quorum of the AGMS for Change of Business Activities plan will be carried out under the following conditions:

- a. Referring to the Company's article of association, the GMS may be held if attended by shareholders who have represented more than 2/3 (two third) of the total number of shares with valid voting rights issued by the Company and approved by the shareholders representing more than 2/3 (two third) of the total number of shares with valid voting right present at the GMS.
- b. If the attendance quorum as described in point a above is not fulfill, then a second GMS may be held if it is attended by shareholders who own shares representing at least 3/5 (three fifths) of the total number of shares with valid voting rights issued by Company, and approved by



shareholders who have shares representing more than 1/2 (one half) of the number of valid voting rights present at the GMS

c. If the attendance quorum as described in point b above is not fulfill, then the third GMS may be held with the provision that the third GMS is valid and has the right to make decisions if it is attended by shareholders of shares with valid voting rights within the quorum of attendance and quorum of decisions determined by OJK on Company application.

The agenda for the AGMS to be held on 12 April 2023 is as follows:

- 1. Approval of the Annual Report and ratification of the Company's Financial Statement including the Board of Commissioners Supervisory Report for the fiscal year ended on 31 December 2022;
- 2. Determination of use of net profit of the Company for the fiscal year ended on 31 December 2022;
- 3. Determination of honorarium and benefits for members of the Board of Commissioners of the Company and salary and benefits for member of the Board of Directors for the fiscal year 2023;
- 4. Appointment of the Public Accountant to audit the Company Financial Statements for the fiscal year ended on 31 December 2023;
- 5. Approval of changes in the composition of the Company's management;
- 6. Approval on the additional business activities of the Company in accordance with the Financial Services Authority Regulation No. 17/POJK.04/2020 on Material Transactions and Changes in Business Activities; and
- 7. Approval of changes to the provisions in the Articles of the Company's Articles of Association.

I. GENERAL

A. General Information about the Company

PT Mulia Boga Raya Tbk., domiciled in Bekasi Regency, was established under the name PT Mulia Boga Raya based on the Deed of Establishment No. 25 dated 25 August 2006 made before Makmur Tridharma, S.H., Notary in Jakarta, which has been approved by the Minister of Law and Human Rights of the Republic of Indonesia ("**Menkumham**") based on Decree No. W7-00894 HT.01.01-TH.2006 dated September 25, 2006, has been registered at the West Jakarta Kodya Company Registration Office No. 2053/BH.09-02/XI/2006 dated 10 November 2006, and has been announced in the State Gazette of the Republic of Indonesia No. 08 dated 26 January 2007, Supplement No. 790.

The articles of association have been amended several times and most recently based on the Deed of Statement of Meeting Resolutions No. 4 dated 2 February 2023, made before Liestiani Wang, S.H., M.Kn., Notary in South Jakarta, which has been recorded in database of the Legal Entity Administration System of the Ministry of Law and Human Rights of the Republic of Indonesia ("**Kemenkumham**") and has been notified to Menkumham as stated in the letter of Acceptance of Notice of Amendment to the Company's Articles of Association No. AHU-AH.01.03-0021353 dated February 6, 2023 and has been registered in the Company Register No. AHU-0024541.AH.01.11.Tahun 2023 dated of February 2023.

The Company's head office is located at Bekasi International Industrial Estate, Jl. Inti Raya II Blok C.7 No. 5A, Desa Cibatu, Cikarang Selatan, Bekasi Regency, West Java with telephone number (021) 5694 3299, facsimile number (021) 5697 3896 and email <u>corp.secretary@prochiz.co.id</u>.



Based on Article 3 of the Company's Articles of Association, the Company is engaged in Industry and Trade.

B. Capital and Composition of the Company's Shareholders

Based on the Deed of Statement of Meeting Resolutions No. 19 dated January 22 2020, made before Liestiani Wang, S.H., M.Kn., Notary in South Jakarta, which was notified to the Menkumham as evident in the Letter of Acceptance of Notification of Amendments to the Articles of Association No. AHU-AH.01.03-0076952 dated 10 February 2020 and registered in the Company Register at the Ministry of Law and Human Rights under No. AHU-0027368.AH.01.11.Tahun 2020 dated 10 February 2020 the Company's capital structure is as follows:

Authorized Capital	: Rp 100.000.000.000
Issued Capital	: Rp7 5.000.000.000
Paid-up Capital	: Rp7 5.000.000.000

The Company's Authorized Capital is divided into **2.000.000** shares with **nominal value per share of Rp50**.

Based on the Company's Register of Shareholders on December 31, 2022, which was issued by PT Bima Registra as the Company's Securities Administration Bureau, the Company's shareholders are as follows:

Information	Nominal Value of Rp50 per share			
	Number of Shares Total Nominal Value		(%)	
Authorized Capital	2.000.000.000	100.000.000.000		
Issued and Paid-up Capital				
Shareholders above 5%:				
PT Garudafood Putra Putri Jaya Tbk	991.104.600	49.555.230.000	66,07	
Pelican Company Limited	271.875.000	13.593.750.000	18,13	
PT Tudung Putra Putri Jaya	96.147.000	4.807.350.000	6,41	
Shareholders under 5%	140.873.400	7.043.670.000	9,39	
Total Issued and Paid-up Capital	1.500.000.000	75.000.000.000	100,00	

C. Business Activites of the Company

Based on Article 3 of the Company's Articles of Association, the aims and objectives of the Company are to carry out businesses in the industrial and trade sectors.

To achieve the aims and objectives, the Company may carry out the following business activities:



- A. Main Business Activities
 - Operating and conducting business in the field of processing industry for dairy products and other dairy products which includes product diversification within the scope of the food industry, including processing other dairy products, such as butter, yogurt, cheese and curd, whey, casein, or lactose (milk sweet) and ice cream powder.
- B. Supporting Business Activites that support the main business activities of the Company
 - Operating businesses in the trading sector, including trading in food and beverages, both by way of export and import, between islands/regions as well as local and inter-insulair for goods produced by themselves and the products of other companies, acting as a wholesaler, supplier, leverensier, franchises and commission houses, distributors, agents, and as representatives of other corporate bodies, both from within and outside the country.

D. Composition of the Company's Board of Commissioners and Board of Directors

The composition of the Board of Commissioners and Board of Directors is based on the Statement of Meeting Resolutions notarized in accordance with Notarial Deed No. 4 on February 2, 2023 from Liestiani Wang S.H., M.Kn. are as follows:

Board of Commissioners

President Commissioner	: Hartono Atmadja
Commissioner	: Fransiskus Johny Soegiarto
Commissioner	: Robert Chandrakelana Adjie
Commissioner	: Atiff Ibrahim Gill
Independent Commissioner	: Doktorandus Herbudianto
Independent Commissioner	: Djunaidi Halim

Board of Directors

President Director	: Paulus Tedjosutikno
Director	: Peter Wiradjaja
Director	: Johannes Setiadharma

E. Key Financial Data Overview

Based on an audit of the Company's financial statements dated December 31, 2022, which was audited by KAP Tanudiredja, Wibisana, Rintis & Rekan (a member of the PWC network) with unmodified opinion, the following below is a summary of the Company's key financial overview:



LAPORAN POSISI KEUANGAN 31 DESEMBER 2022 DAN 2021

(Dinyatakan dalam Rupiah, kecuali dinyatakan lain)

ASET	2022	Catatan/ Notes	2021	ASSETS
Aset lancar Kas dan bank Piutang usaha	131.685.970.327	5	159.541.793.979	Current assets Cash and banks Trade receivables
- Pihak berelasi - Pihak ketiga Piutang lain-lain	58.455.448.517 74.770.514.171	6,23 6	47.416.195.574 85.392.187.963	Related parties - Third parties - Other receivables
 Pihak berelasi Pihak ketiga 	834.948.594 1.210.250.935	23	1.555.050.926 768.178.813	Related parties - Third parties -
Pinjaman kepada pihak berelasi Persediaan Aset lancar lainnya	100.000.000.000 268.394.685.832 5.742.162.869	23 7	- 194.845.187.006 <u>8.162.680.033</u>	Loan to a related party Inventories Other current assets
Jumlah aset lancar	641.093.981.245		497.681.274.294	Total current assets
Aset tidak lancar Aset tetap Tagihan pajak penghasilan Aset pajak tangguhan Pinjaman kepada pihak berelasi Aset tidak lancar lainnya	200.543.193.693 945.020.246 11.038.675.456 	9 8a 8d 23	128.944.476.290 11.612.505.177 100.000.000 29.488.028.352	Non-current assets Fixed assets Claims for income tax refund Deferred tax assets Loan to a related party Other non-current assets
Jumlah aset tidak lancar	219.006.377.744		270.045.009.819	Total non-current assets
JUMLAH ASET	860.100.358.989		767.726.284.113	TOTAL ASSETS

LAPORAN LABA RUGI DAN PENGHASILAN KOMPREHENSIF LAIN UNTUK TAHUN YANG BERAKHIR 31 DESEMBER 2022 DAN 2021 (Dinyatakan dalam Rupiah, kecuali dinyatakan lain)

STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEARS ENDED 31 DECEMBER 2022 AND 2021

STATEMENTS OF FINANCIAL POSITION

(Expressed in Rupiah, unless otherwise stated)

AS AT 31 DECEMBER 2022 AND 2021

(Expressed in Rupiah, unless otherwise stated)

	2022	Catatan/ Notes	2021	
Penjualan bersih	1.044.368.857.579	18	1.042.307.144.847	Net sales
Beban pokok penjualan	(748.863.690.551)	19	(705.320.179.436)	Cost of sales
Laba bruto	295.505.167.028		336.986.965.411	Gross profit
Beban penjualan	(111.041.147.112)	20	(98.306.756.950)	Selling expenses General and administrative
Beban umum dan administrasi Penghasilan keuangan Biaya keuangan Penghasilan lainnya Beban lainnya	(45.646.728.618) 8.160.569.769 (868.933.617) 4.856.810.592 (575.826.074)	21	(64.091.341.469) 8.752.970.779 (1.598.715.839) 4.361.408.422 (2.933.932.575)	Finance income Finance income Finance costs Other income Other expenses
Laba sebelum pajak penghasilan	150.389.911.968		183.170.597.779	Profit before income tax
Beban pajak penghasilan	(33.019.161.585)	8c	(38.470.328.811)	Income tax expenses
Laba tahun berjalan	117.370.750.383		144.700.268.968	Profit for the year
Penghasilan komprehensif lain: Pos-pos yang tidak akan direklasifikasi ke laba rugi Pengukuran kembali atas liabilitas imbalan kerja Pajak penghasilan terkait	396.846.111 (87.306.144)	13 8d	458.472.251 (234.176.350)	Other comprehensive income: Items that will not be reclassified to profit or loss Remeasurements of employee benefit obligations Related income tax
Penghasilan komprehensif lain tahun berjalan, setelah pajak	309.539.967		224.295.901	Other comprehensive income for the year, net of tax
Jumlah penghasilan komprehensif tahun berjalan	117.680.290.350		144.924.564.869	Total comprehensive income for the year
Laba per saham dasar	78,25	24		Basic earnings per share



II. INFORMATION REGARDING CHANGES OF BUSINESS ACTIVITIES OF THE COMPANY

As stipulated in the Financial Services Authority Regulation No.17/POJK.04/2020 on Material Transaction and Change of Business Activity, to conduct a feasibility study on Changes of Business Activities to be carried out by the Company, the Company has appointed an Independent Appraiser, namely the Public Appraisal Service Office KJPP Ferdinand, Danar, Ichsan and Partners ("**KJPP**"), to provide a feasibility study report, in accordance with Offer Letter No. 013/FDI/PB-FS/I/2023 dated 13 January 2023 and No. 014/FDI/PB-FS/I/2023 dated 13 January 2023 which has been approved, as an official appraiser and registered as a capital market supporting professional service office at the OJK with a Capital Market Supporting Profession Registered Certificate from OJK No. STTD.PB-17/PM.2/2018 dated 05 July 2018 as Business Appraiser.

I. <u>Seasoning and Food Flavoring Industry - KBLI 10772</u>

Summary of the Feasibility Study Report on the Plan to Addition of Business Activity of Seasoning and Food Flavoring Industry (KBLI 10772) of PT Mulia Boga Raya Tbk, Report No. FDI/003/LAP/B/KJ/III/2023:

A. Purpose and Objective

The purpose and objective of this assignment is to prepare a Feasibility Study for the Company to increase business activities as compliance with the Regulation of the Financial Services Authority of the Republic of Indonesia No. 17/POJK.04/2020 dated 21 April 2020 on Material Transactions and Changes of Business Activities ("**POJK 17**").

In conducting this Feasibility Study, we are guided by POJK 17 and Regulation of Financial Services Authority of the Republic of Indonesia No. 35/POJK.04/2020 dated 25 May 2020 on Assessment and Presentation of Business Valuation Reports in the Capital Market ("**POJK 35**") and Republic of Indonesia Financial Services Authority Circular Letter No. 17/SEOJK.04/2020 dated 9 August 2020 on Guidelines for the Assessment and Presentation of Business Appraisal Reports in the Capital Market ("**SEOJK 17**") as well as the Indonesian Appraiser's Code of Ethics and Indonesian Appraisal Standards Edition VII-2018 (**KEPI-SPI VII.2018**).

B. Assumptions and Limiting Conditions

- This feasibility study report is a non-disclaimer opinion.
- The Independent Appraiser has conducted a review of the documents used in the feasibility study process.
- In preparing this feasibility study report, the Independent Appraiser relies on the accuracy and completeness of the information provided by the assignor or data obtained from publicly available information and other information that we deem relevant.
- Independent Appraiser use financial projections that reflect the fairness of financial



projections made by management with their ability to achieve them (*fiduciary duty*).

- The Independent Appraiser is responsible for conducting the feasibility study.
- This feasibility study report is open to the public.
- The Independent Appraiser has obtained information on the legal status of the object of the feasibility study from the assignor.
- Independent Appraiser is responsible for this feasibility study report.
- The analysis, opinions and conclusions made by the appraiser as well as the feasibility study report have been prepared in accordance with POJK 35 and Presentation of Business Appraisal Reports in the Capital Market and the provisions of the Indonesian Valuation Standard (SPI), Indonesian Appraiser's Code of Ethics (KEPI).
- KJPP would like to emphasize that the results of the study, analysis and our responsibility are specifically limited to the feasibility study aspects of the assignment object, apart from taxation and legal aspects because this is outside the scope of the assignment.
- This feasibility study report is prepared and addressed only to the assignor, in accordance with the purpose and objectives disclosed in the feasibility study report and may not be used for other purposes and we are not responsible if this report is used for other purposes.
- This feasibility study was carried out in the context of the Covid-19 pandemic outbreak then that users of the feasibility study report are asked to be careful in determining the relevance of the assessment result to their needs (related to the use of the assessment results).

C. Opinion on the Feasibility of Change of Business Activities

Based on POJK No.35/POJK.04/2020 on Assessment and Presentation of Business Valuation Reports in the Capital Market, a feasibility study analysis is carried out through an analysis that includes the following matters:

1) Market Feasibility Analysis

The mayonnaise category is still growing especially in retail because many Indonesian consumers use mayonnaise as the 3rd choice of sauce after chili sauce and ketchup, and this shows that Indonesian people love and accept mayonnaise for daily use. People can find mayonnaise products in shops or other shopping places because they are evenly distributed. Growth in the adoption of international cuisine in several countries including Indonesia. In Indonesia, the rapid adoption of western cuisine has resulted in a higher demand for mayonnaise, salad dressings and condiments. In addition, the growth and ease of availability of the fast-food service industry has boosted market growth. The Company markets its products through a distribution network for the availability of the Company's products in traditional markets, modern trade markets and Food Service. The company will also carry out promotions in the form of discounts for this mayonnaise product.

2) Technical Feasibility Analysis

The Company produces mayonnaise with a capacity of 10,080 L/year in 1 Liter and 250 ml packaging at the Company's production factory in Bekasi International Industrial Estate using existing facilities at the factory.



The raw materials used to produce mayonnaise consist of salad oil, eggs and mustard powder, salt, sugar, and other additives. The raw materials used are widely available in the Indonesian market so that the Company will have no difficulty obtaining these raw materials. The Company has experts and professional workers who have experience in the food processing industry.

In producing this product, the Company uses several technologies such as:

- Processing technology, using a machine designed for the food industry standard, is to load the emulsification process between the water phase and the oil phase with a speed of 3000 rpm.
- The preservation technology used is acidification by acidifying the product between 3.0 -3.7, then it may kill and inhibit the growth of bacteria when the product is stored until it expired.
- The packaging technology used consists of watertight packaging and minimized oxygen transmitters, perfectly sealed to ensure that the product is not contaminated with the outside environment.

3) Business Pattern Feasibility Analysis

The Company in producing this mayonnaise product focuses on the original mayonnaise distinctive taste which may be used for various types of serving menus, in contrast to the majority in the market which has a savory salty taste, so this product has its own market. Then supported by the Company's distribution network, this mayonnaise product is easily spread throughout Indonesia. Supported by the Prochiz brand which is already strong in the market and available in many places which is able to influence consumers' desire to make a purchase, plus the Prochiz brand also has high quality standards. The company believes this gives a positive association for this mayonnaise product so that this product has its own market.

4) Management Model Feasibility Analysis

In carrying out its new business activities, the Company does not add workers but uses the workers that is already owned by the Company. This mayonnaise product is produced under brand of the Prochiz Mayo.

In producing mayonnaise, the Company has implemented a food safety system in accordance with the food safety system certification FSSC 22000. The Company has the capability and experience in the food processing industry which is supported by facilities owned by the Company such as R&D (Research and Development), production, human resources, and distribution network. Therefore, the Company has good experience and ability to carry out mayonnaise production in the future.

5) Financial Feasibility Analysis

In the plan to increase business activities, the Company requires investment costs related to the purchase of assets in the form of Bossar Machines amounting to 388,137 Euros or Rp 6,486,790,070 (BI exchange rate as of 30 December 2022), with financing coming from the Company's cash. Operational costs for the planned addition of business activities consist of cost of goods sold, selling expenses and general and administrative expenses.



In conducting the financial feasibility analysis, the Profitability Index ("PI"), Net Present Value ("NPV") and Internal Rate of Return ("IRR") are used, with the following results:

Information	Analysis Results	Feasibility Indicator
PI	1,427	PI > 1
NPV	2.757	NPV = 0
IRR	14,31%	IRR > Cost of Equity (Ke = 12,15%)

Table 1. PI, NPV and IRR

6) Feasibility Study Conclusion

Considering the feasibility study analysis carried out including Market Feasibility analysis, Technical Feasibility analysis, Business Pattern Feasibility analysis, Management Model Feasibility analysis and Financial Feasibility analysis, we are of the opinion that the Company's plan is to add business activities to produce mayonnaise products (KBLI 10772: Seasoning and Food Flavoring Industry) is **FEASIBLE**.

D. Availability of Experts

In connection with the plan to add business activities to produce mayonnaise products (KBLI 10772: Seasoning and Food Flavoring Industry), the Company already has the manpower needed to support the operational implementation of the Change of Business Activities. The Company is committed to fulfill the needs of competent workers in their fields related to these business activities. The Company already has experts to support additional business activities in producing mayonnaise products (KBLI 10772: Seasoning and Food Flavoring Industry).

The following details the competent human resources who will support the plan to add to these business activities:

No	Business Activities to	Number of	Amount of Ad	lditional Labor
	be Implemented	Experts	Permanent	Freelance
1	Seasoning and Foo Flavoring (KBLI No. 10772)	d 1	6	18

The number of experts and workers currently owned by the Company in connection with the addition of business activities as mentioned above may change over time according to the needs and strategies of the Company.

E. Considerations and Reasons for Change of Business Activities

In order to improve the Company's future performance, the Company as a company engaged in the industry and trade sector, sees a business opportunity in the business of producing mayonnaise products (KBLI 10772: Seasoning and Food Flavoring Industry) which is beneficial for the Company in product diversification and in particular increasing Company profitability.

The Company has carefully calculated business opportunities that can be carried out in a sustainable manner, and the Company believes that the Company is able to take advantage of existing opportunities to provide added value to shareholders.



Therefore, the Company plans to make Change of Business Activities as follow:

<u>Change of main business activities in the field of Seasoning and Food Flavoring Industry (KBLI - 10772)</u>

carry out the business of making cooking seasonings whether mixed or not, whether in powder or other form, such as curry seasoning, pepper seasoning, ginger powder, cumin powder, nutmeg powder, chili powder and cinnamon powder. This includes the food seasoning industry, both original, natural and chemical synthesis, such as MSG and vanilla powder and the seasoning, sauce and spice industry, such as mayonnaise, mustard flour, processed mustard, tomato sauce, lettuce sauce, and salt substitutes used as a spice in food products.

F. The Effect of Change of Business Activities on Financial Conditions

The effect of Change of Business Activities on the Company's financial condition is expected to increase revenue through changes in these business activities, where this is expected to provide added value to the Company's shareholders.

The expected added value from the Change of Business Activities to the Company's financial condition is that it may increase the Company's sales and profits and the Company may diversify its business by optimizing its assets.

For this Change of Business Activities, the Company is projected to record sales of Rp 16,225 billion in 2023, Rp 17,875 billion in 2024, Rp 18,786 billion in 2025, Rp 19,743 billion in 2026 and Rp 20,749 billion in 2027.

II. <u>Restaurants and Other Mobile Food Service - KBLI 56109</u>

Summary of the Feasibility Study Report on the Plan to Addition of Business Activity of Restaurants and Other Mobile Food Service (KBLI 56109) of PT Mulia Boga Raya Tbk, Report No. FDI/0004/LAP/B/KJ/III/2023:

A. Purpose and Objective

The purpose and objective of this assignment is to prepare a Feasibility Study for the Company to increase business activities as compliance with the Regulation of the Financial Services Authority of the Republic of Indonesia No. 17/POJK.04/2020 dated 21 April 2020 on Material Transactions and Changes of Business Activities ("**POJK 17**").

In conducting this Feasibility Study, we are guided by POJK 17 and Regulation of Financial Services Authority of the Republic of Indonesia No. 35/POJK.04/2020 dated 25 May 2020 on Assessment and Presentation of Business Valuation Reports in the Capital Market ("**POJK 35**") and Republic of Indonesia Financial Services Authority Circular Letter No. 17/SEOJK.04/2020 dated 9 August 2020 on Guidelines for the Assessment and Presentation of Business Appraisal Reports in the Capital Market ("**SEOJK 17**") as well as the Indonesian Appraiser's Code of Ethics and Indonesian Appraisal Standards Edition VII-2018 (**KEPI-SPI VII.2018**).



B. Assumptions and Limiting Conditions

- This feasibility study report is a non-disclaimer opinion.
- The Independent Appraiser has conducted a review of the documents used in the feasibility study process.
- In preparing this feasibility study report, the Independent Appraiser relies on the accuracy and completeness of the information provided by the assignor or data obtained from publicly available information and other information that we deem relevant.
- Independent Appraiser use financial projections that reflect the fairness of financial projections made by management with their ability to achieve them (*fiduciary duty*).
- The Independent Appraiser is responsible for conducting the feasibility study.
- This feasibility study report is open to the public.
- The Independent Appraiser has obtained information on the legal status of the object of the feasibility study from the assignor.
- Independent Appraiser is responsible for this feasibility study report.
- The analysis, opinions and conclusions made by the appraiser as well as the feasibility study report have been prepared in accordance with POJK 35 and Presentation of Business Appraisal Reports in the Capital Market and the provisions of the Indonesian Valuation Standard (SPI), Indonesian Appraiser's Code of Ethics (KEPI).
- KJPP would like to emphasize that the results of the study, analysis and our responsibility are specifically limited to the feasibility study aspects of the assignment object, apart from taxation and legal aspects because this is outside the scope of the assignment.
- This feasibility study report is prepared and addressed only to the assignor, in accordance with the purpose and objectives disclosed in the feasibility study report and may not be used for other purposes and we are not responsible if this report is used for other purposes.
- This feasibility study was carried out in the context of the Covid-19 pandemic outbreak then that users of the feasibility study report are asked to be careful in determining the relevance of the assessment result to their needs (related to the use of the assessment results).

C. Opinion on the Feasibility of Change of Business Activities

Based on POJK No.35/POJK.04/2020 on Assessment and Presentation of Business Valuation Reports in the Capital Market, a feasibility study analysis is carried out through an analysis that includes the following matters:

1) Market Feasibility Analysis

Over the past few years, Indonesia has witnessed a proliferation of international fine dining restaurants, cafes and fast-food joints, catering to the changing eating habits of the millennial generation, which in turn is driving the market. The food service market in Indonesia is driven by the increasing frequency of Indonesians eating outside the home. Additionally, the market is being driven by factors such as a growing young and working population and the availability of organized food service restaurants offering quality food and



service. In addition, rising consumer incomes and increasing variety and cuisine of food over the past few years have led to an increase in demand for restaurants. In line with increasing urbanization, there is a surge in consumers seeking services with maximum convenience. Internet, e-commerce, and online platforms are becoming more and more popular, given the large number of small food outlets, many new restaurants to increase their popularity among consumers. Consumers are increasingly ordering food at restaurants from online food applications, resulting in increased demand for the food service market in Indonesia.

The Indonesian foodservice market is fragmented, with major market shares held by leading local and global players. Major players in the market have been involved in strategies such as product innovation and geographic expansion, especially in the Indonesian foodservice market. Production innovation is a key strategy adopted by major players in this market. Several international companies and restaurants are expanding their commercial activities and gaining competitive advantages by exploring new markets and introducing new product innovations to meet the demands of Indonesian consumers. These players are now focusing on social media strategies and online distribution channels for marketing and branding their products online to attract more customers, expand their physical retail outlets, and acquire or merge with other major consumer brands.

Based on an analysis of published research, the hot drink market is expected to grow annually by 6.27% (CAGR 2023-2025), whereby in 2025 it is estimated that 70% of expenditure on the hot drink market will come from consumption outside the home. Then the ready-to-eat food market is expected to grow annually by 2.42% (CAGR 2023-2027). With a market that is quite promising, the Company believes that the food stall that will be established by the Company, which will sell food and beverages from products made with the Company's products, such as Prochiz and products from the Garudafood brand, such as Chocolatos, will have its own market.

2) Technical Feasibility Analysis

In the new business activity of opening a food stall, the products sold are processed food and beverages that use raw materials from the Company's products and products from the GarudaFood brand such as Chocolatos. The food stall set up for the initial trial phase is in the form of a stand located at Garudafood corner. Furthermore, the Company plans to add other locations such as malls or other strategic locations in the form of containers.

In carrying out its new business activities, the Company will add 3 more workers at the Garudafood corner outlet, then there will be an additional 3 workers every time there is an additional food stall outlet.

3) Business Pattern Feasibility Analysis

The Company is a public company that has long experience in the food processing industry in the form of cheese with the Company's products spread throughout Indonesia. The food stall business activity is the co-branding of the Prochiz and Chocolatos brands where the Prochiz and Chocolatos brands already have their own market share. Supported by a brand that is already strong in the market will be able to influence consumers' desire to make a purchase. The company believes that the food stall business activities with products sold in the form of processed food and beverages using Prochiz and Chocolatos raw materials will have their own market.

There are many restaurant or food stall competitors, where the products sold are processed



food and beverages that use the Company's raw materials and products from the GarudaFood brand such as Chocolatos so that competitors can imitate the products sold by the Company in food stalls by using different raw materials, the same recipes and cooking methods. Therefore, the risk of having imitated products is a risk inherent in the Company.

4) Management Model Feasibility Analysis

In carrying out its new business activities, the Company will add 3 more workers at the Garudafood corner outlet, then there will be an additional 3 workers every time there is an additional food stall outlet. The ability to manage a company requires professional human resources so that the Company's operational activities may run effectively and efficiently. In carrying out business activities, the Company has a worker with competitive capacity and ability in accordance with their job positions.

5) Financial Feasibility Analysis

In the plan to add to the Company's business activities, investment costs related to the purchase of assets in the form of installation of booths and equipment and working capital of Rp 500,000,000 are required, with financing coming from the Company's cash. Operational costs for the planned addition of business activities consist of cost of goods sold, selling expenses and general and administrative expenses. From the financial projections, there is an increase in the Company's revenue and profits from the contribution of additional business activities.

In conducting the financial feasibility analysis, the Profitability Index ("PI"), Net Present Value ("NPV") and Internal Rate of Return ("IRR") are used, with the following results:

Information	Analysis Results	Feasibility Indicator
PI	1,555	PI > 1
NPV	535	NPV = 0
IRR	20,96%	IRR > Cost of Equity (Ke = 13,82%)

Table 1. PI, NPV and IRR

6) Feasibility Study Conclusion

Considering the feasibility study analysis carried out including Market Feasibility analysis, Technical Feasibility analysis, Business Pattern Feasibility analysis, Management Model Feasibility analysis and Financial Feasibility analysis, we are of the opinion that the Company's plan is to add business activities, namely food stall (KBLI 56109: Restaurants and Other Mobile Food Service) is **FEASIBLE**.

D. Availability of Experts

In connection with the plan to add food stall business activities (KBLI 56109: Restaurants and Other Mobile Food Service), the Company will prepare the manpower needed to support the operational implementation of the Change of Business Activities. The Company is committed to fulfill the needs of competent workers in their fields related to these business activities. The company will prepare experts to support additional food stall business activities (KBLI 56109: Restaurants and Other Mobile Food Service).



The following details the competent human resources who will support the plan to add to these business activities:

No	Business Activities to	Number of	Amount of Additional Labor	
	be Implemented	Experts	Permanent	Freelance
1	Restoran Dan Penyediaan Makanan Keliling Lainnya (KBLI No. 56109)	1	2	-

The number of experts and workers currently owned by the Company in connection with the addition of business activities as mentioned above may change over time according to the needs and strategies of the Company.

E. Considerations and Reasons for Change of Business Activities

In order to improve the Company's future performance, the Company as a company engaged in the industry and trade sector, sees a business opportunity in the food stall business (KBLI 56109: Restaurant and Other Mobile Food Service) which is beneficial for the Company, especially to increase the Company's profitability.

The Company has carefully calculated business opportunities that can be carried out in a sustainable manner, and the Company believes that the Company is able to take advantage of existing opportunities to provide added value to shareholders.

Therefore, the Company plans to make Change of Business Activities as follow:

Change of main business activities in the field of Restaurant and Other Mobile Food Service (KBLI - 56109)

Operating other food service businesses such as providing fast food services in markets, supermarkets, in a public location and/or in connection with transportation where the main activity is related to serving food and drinks. Including cake and bakery businesses with services, food courts, food trucks, food stalls.

F. The Effect of Change of Business Activities on Financial Conditions

The effect of Change of Business Activities on the Company's financial condition is expected to increase revenue through changes in these business activities, where this is expected to provide added value to the Company's shareholders.

The expected added value from the Changes of Business Activities to the Company's financial condition is to increase the Company's sales and profits. For this Change in Business Activities, the Company is projected to record sales of Rp 1,460 billion in 2023, Rp 5,110 billion in 2024, Rp 6,570 billion in 2025, Rp 7,300 billion in 2026 and Rp 8,030 billion in 2027.

G. Availability of Business Places

The Company plans to rent a place for this business activity, with the rental value is not material, therefore, that it is not included in material transactions and affiliated transactions in accordance with regulations of POJK 17/2020 and/or POJK 42/2020.



III. ADDITIONAL INFORMATION

For further information regarding the matters mentioned above, please contact the Company at working hours with address:

PT Mulia Boga Raya Tbk

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Sincerely yours,

Rem N

<u>Peter Wiradjaja</u> Corporate Secretary