

# Company Overview – PT Sekar Bumi Tbk (FY2022)

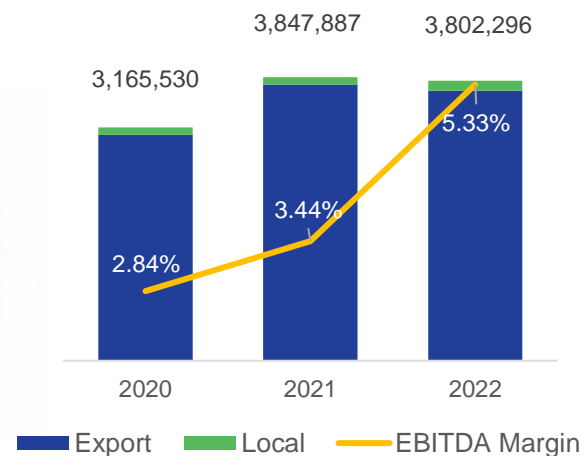
## Business Overview

- **PT Sekar Bumi Tbk**, a public listed company in Indonesia [SKBM:IJ] headquartered in Jakarta, was established in 1973 and is a part of **Sekar Group**, a conglomerate business originated from East Java.
- Under “**FINNA**” as the umbrella brand of the Group, and its other individual brands such as *Bumifood*, *Mitraku*, *Freshmar*, *Mantul*, and *SKB*, Sekar Bumi produces various frozen food products, such as ebi furai, fish balls, dumplings, mixed bento, fish and chips, among others.
- Sekar Bumi’s revenue driver mainly comes from the sales of frozen shrimps (raw, cooked, and value-added) to USA, Europe, Australia, Japan, South Korea, and other Asian countries. However, with one of the fastest growing middle-class populations in the world to tap further into, the Company’s **domestic sales** has also experienced a significant growth in the recent years due to its aggressive marketing and product innovations.
- Currently, the Company has over **40,000 tons annual production** capacity installed with its main processing plants located in Tangerang, Banten and Sidoarjo, East Java.

## Financial Summary

	FY2022	FY2021	FY2020
<b>Revenue</b>	<b>3,802,296</b>	<b>3,847,887</b>	<b>3,165,530</b>
<i>YoY Growth</i>	-1.18%	21.56%	
<b>Gross Profit</b>	<b>613,279</b>	<b>531,094</b>	<b>315,519</b>
<i>Margin</i>	16.13%	13.80%	9.97%
<b>Operating Profit</b>	<b>133,557</b>	<b>89,074</b>	<b>68,245</b>
<i>Margin</i>	3.51%	2.31%	2.16%
<b>EBITDA</b>	<b>202,808</b>	<b>132,312</b>	<b>89,897</b>
<i>Margin</i>	5.33%	3.44%	2.84%
Interest Coverage Ratio	5.0x	3.2x	2.5x
Debt-to-Equity Ratio	0.54x	0.60x	0.49x
Current Ratio	1.44x	1.31x	1.36x
Cash Conversion Cycle (days)	69	66	68

## Consolidated Sales ('Mn Rp) & EBITDA Margin



## Local Sales ('Mn Rp)

