



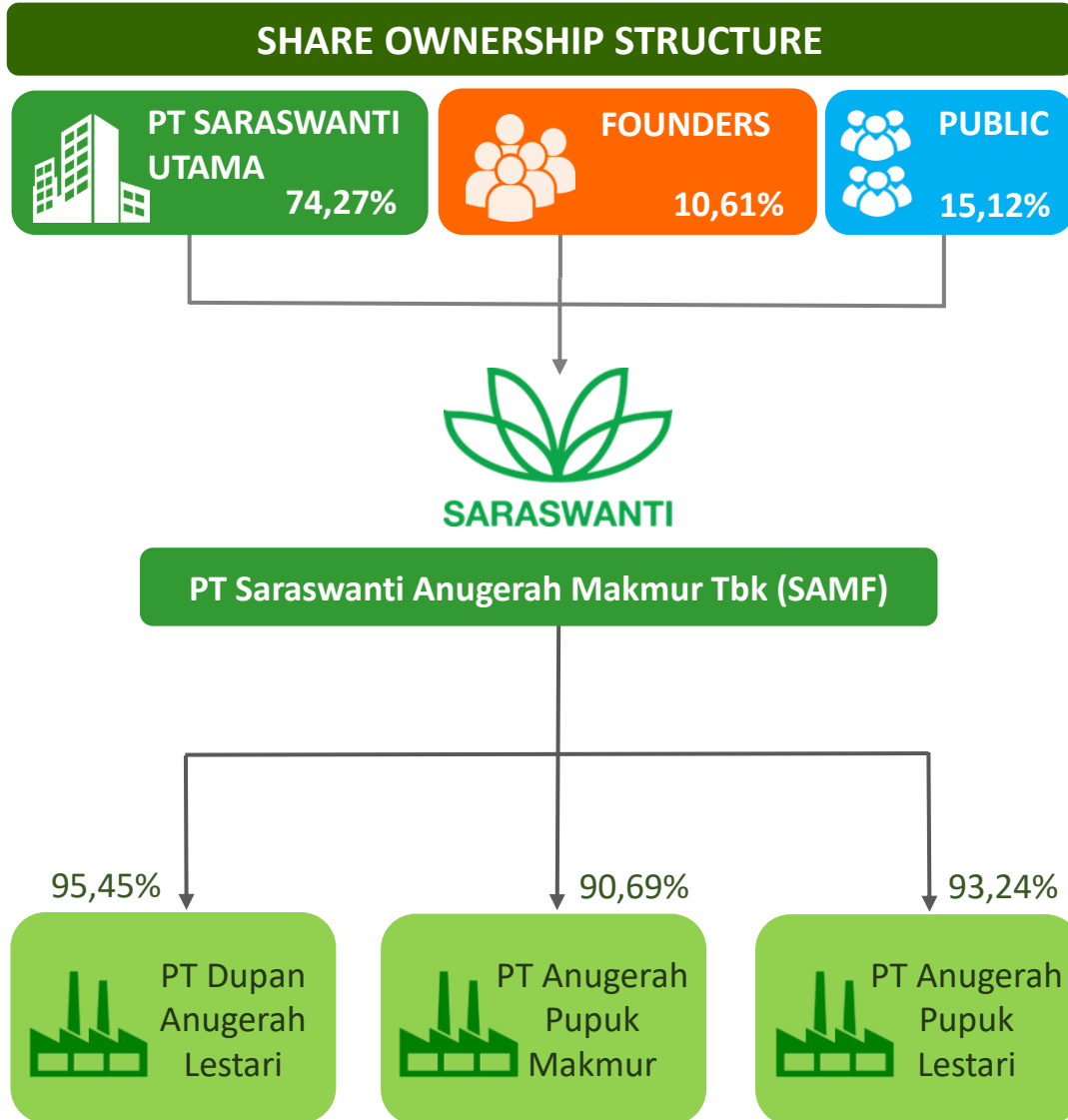
**SARASWANTI**

**PT Saraswanti Anugerah Makmur**  
FERTILIZER SPECIALIST

# **PUBLIC EXPOSE**

AMG Tower - Surabaya  
29 Mei 2023

# SAMF at a glance

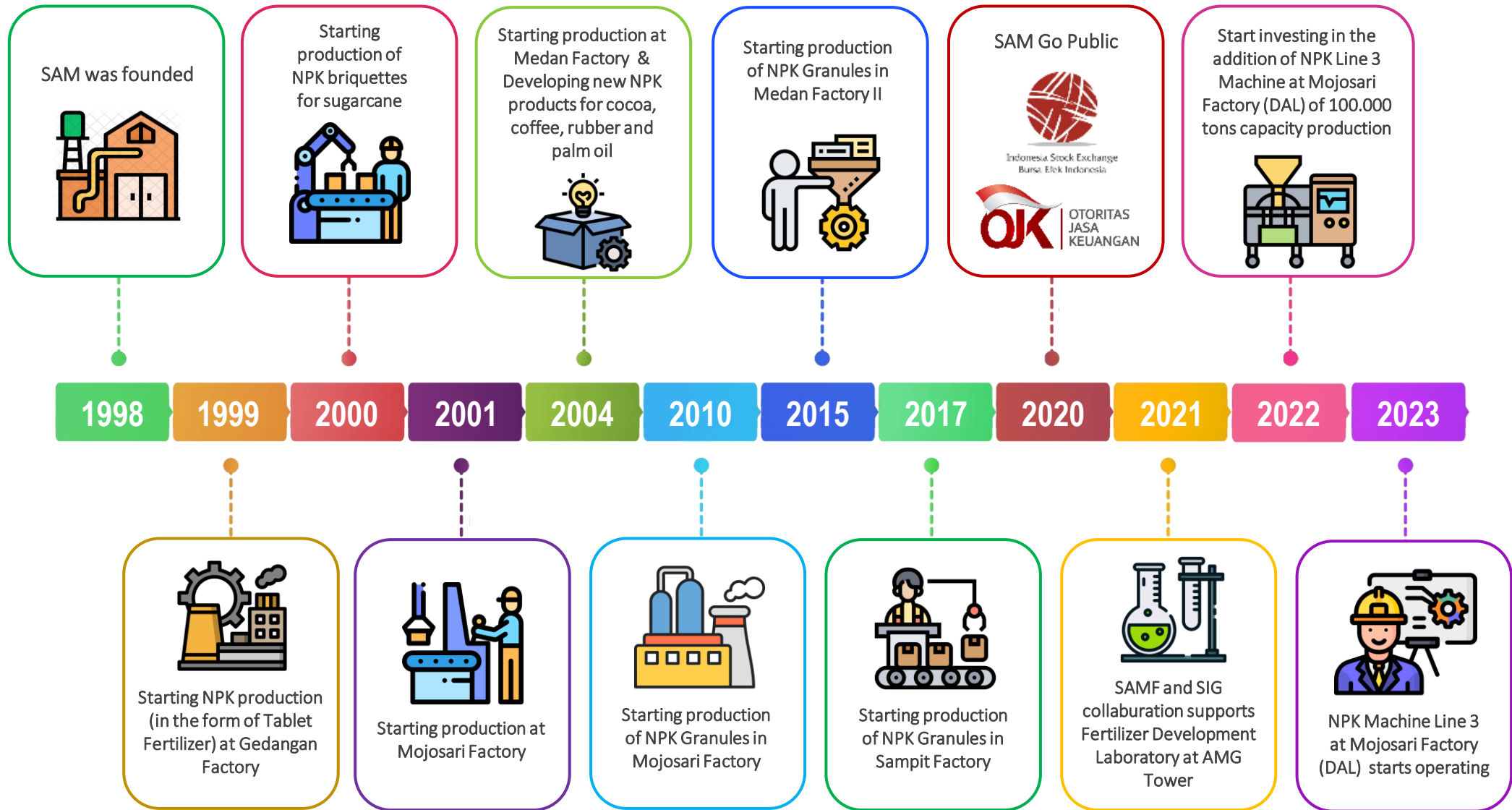


- ▶ **PT Saraswanti Anugerah Makmur Tbk (“SAM” or the “Company”)** was established in Sidoarjo in 1998. The Company’s core business is to manufacture and market a premium NPK fertilizer products.
- ▶ Currently the company focuses on non-subsidized fertilizer products with the main target being oil palm plantations.
- ▶ The company has an extensive production and sales network: 5 factories in 3 cities & 12 marketing offices throughout Indonesia.

**THA FACTORY LOCATION OF SARASWANTI ANUGERAH MAKMUR**



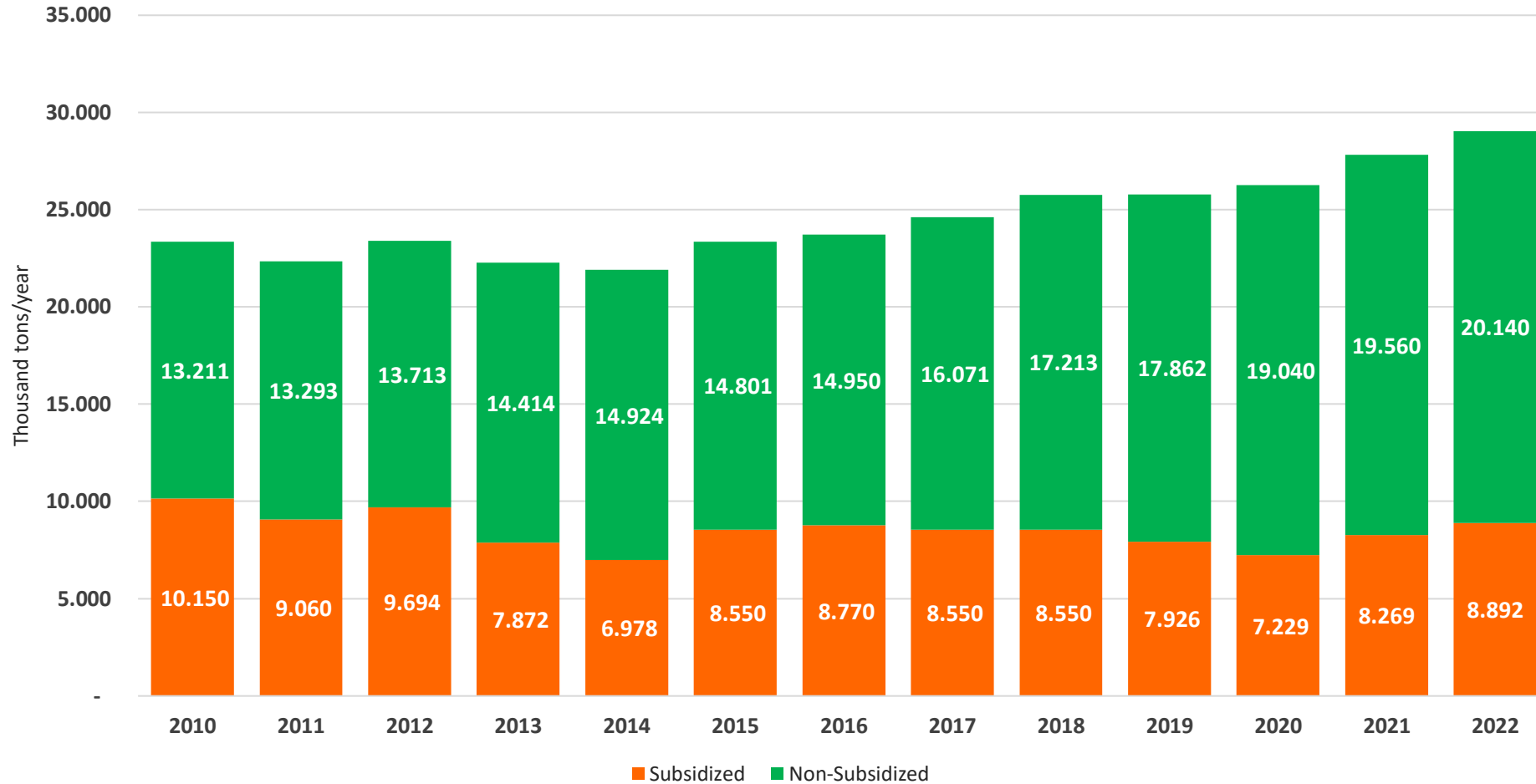
# Milestone



# National Fertilizer Market Potential

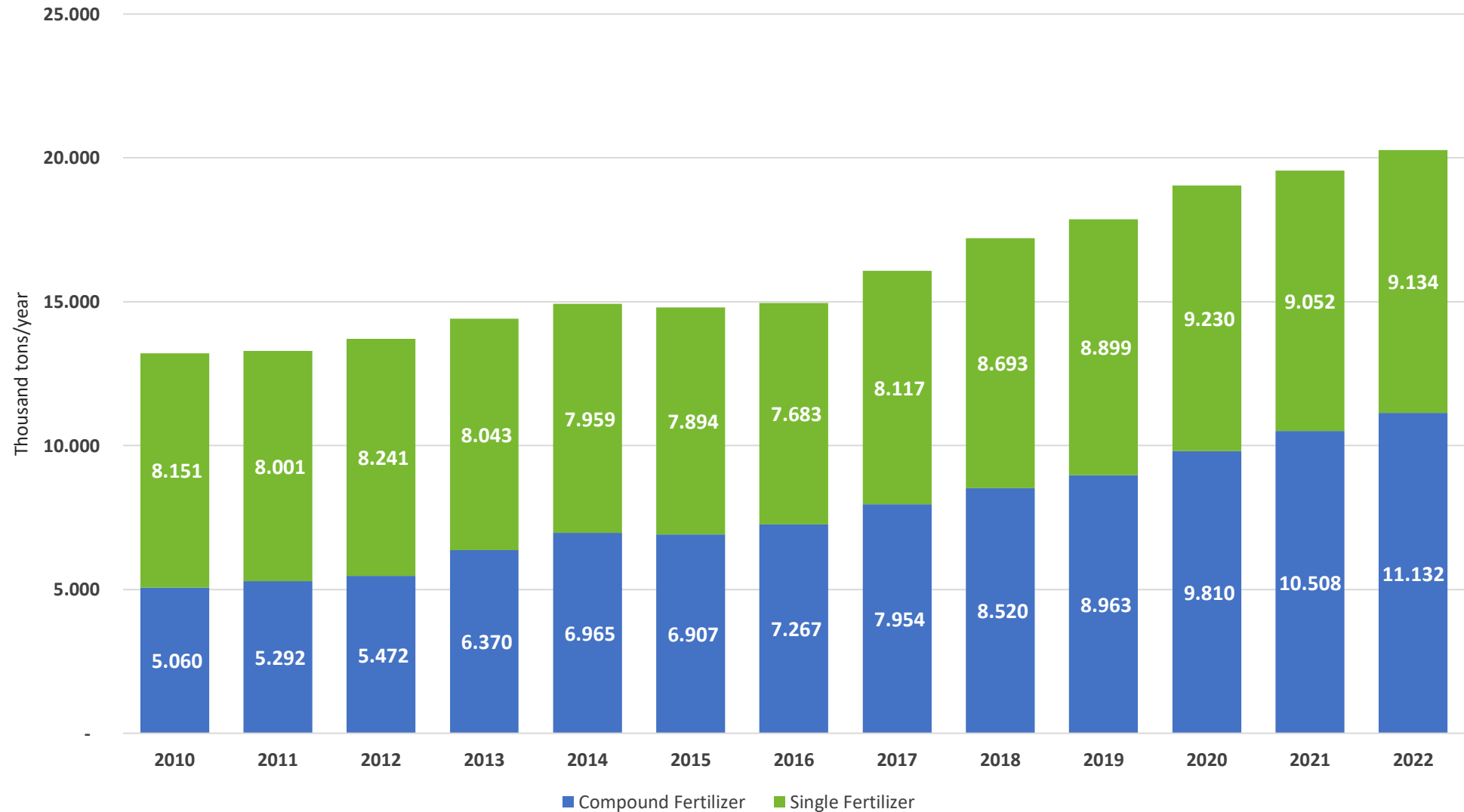


Potential Subsidized and Non-Subsidized Markets



- Average Market Potential Rate of Subsidized Fertilizer is 1.08 – 7.5% per year
- Average Market Potential Rate of Non-Subsidized Fertilizer is 2.73 – 7.49% per year

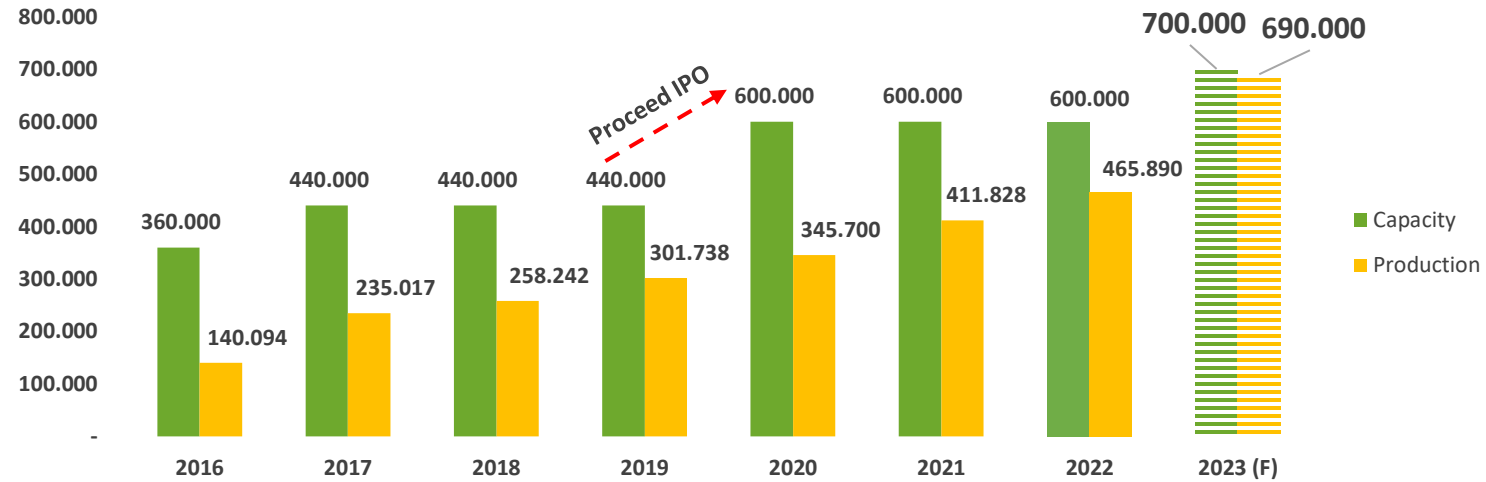
# Non-Subsidized National Fertilizer Market Potential



# SAMF Production Capacity



Capacity vs Production (tons)



1

MOJOKERTO FACTORY I



Capacity : 100.000 tons

2

MOJOKERTO FACTORY II



Capacity : 200.000 tons

3

MEDAN FACTORY I



Capacity : 80.000 tons

4

MEDAN FACTORY II



Capacity : 160.000 tons

5

SAMPIT FACTORY

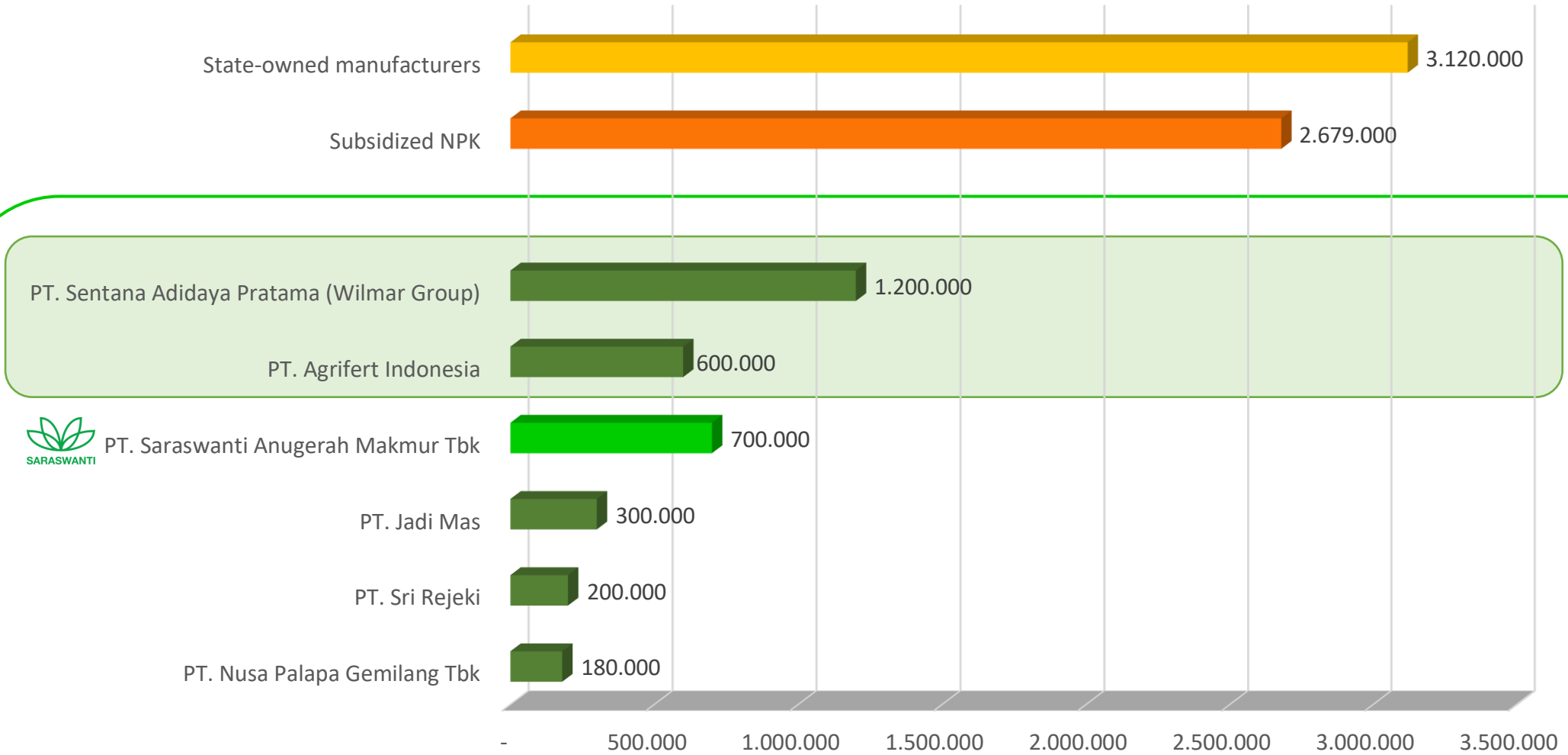


Capacity : 160.000 tons

# SAMF Capacity Position against National NPK Producers



Capacity (Tons/year)



# SAMF Fertilizer Sales by Commodity

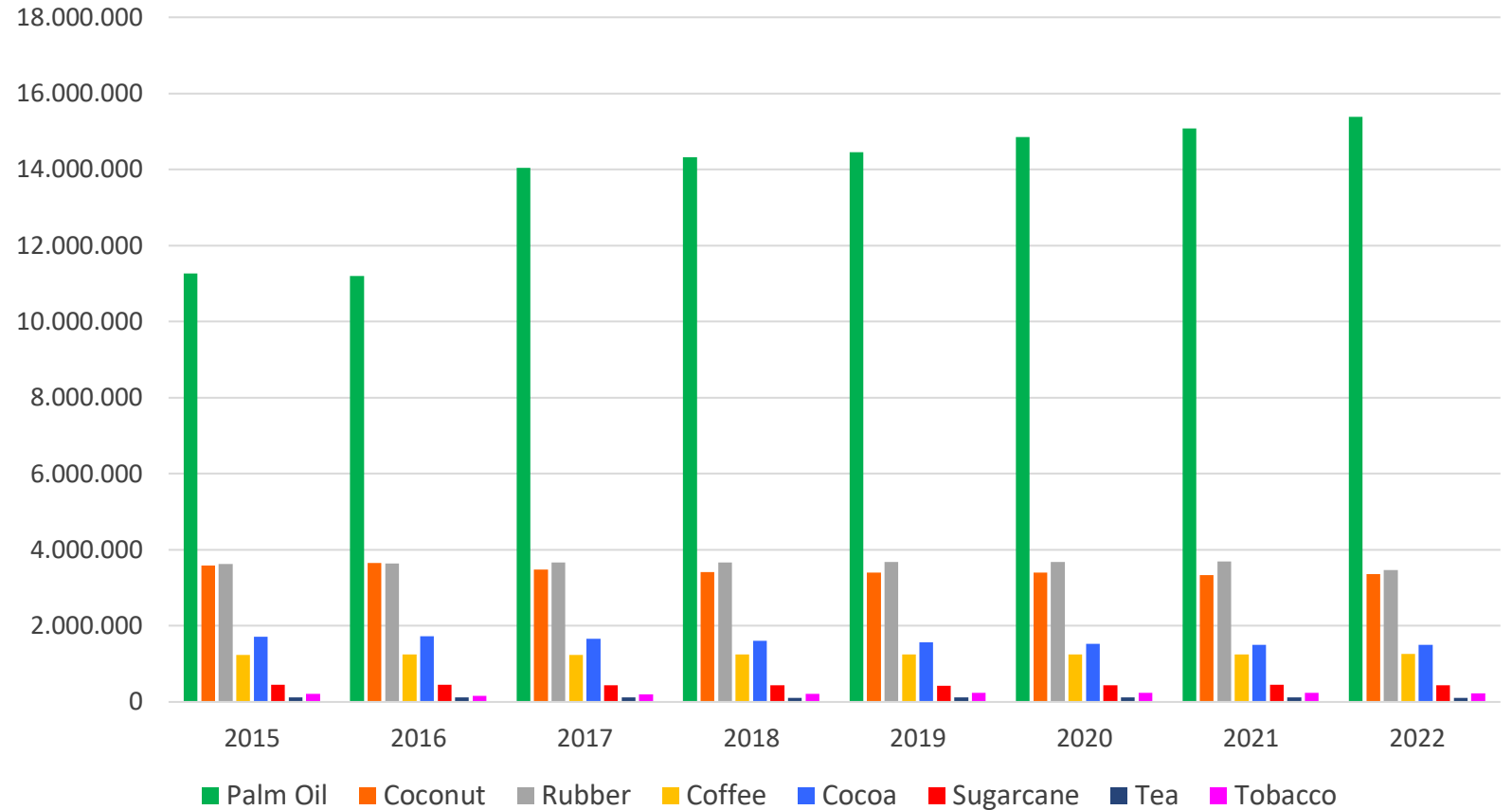


Sales:

COMMODITY	PERCENTAGE (%)
<b>1. PLANTATION</b>	
a. Palm Oil	97
b. Others	2
<b>2. ANNUAL PLANTS</b>	≤ 1
Total 1 + 2	100

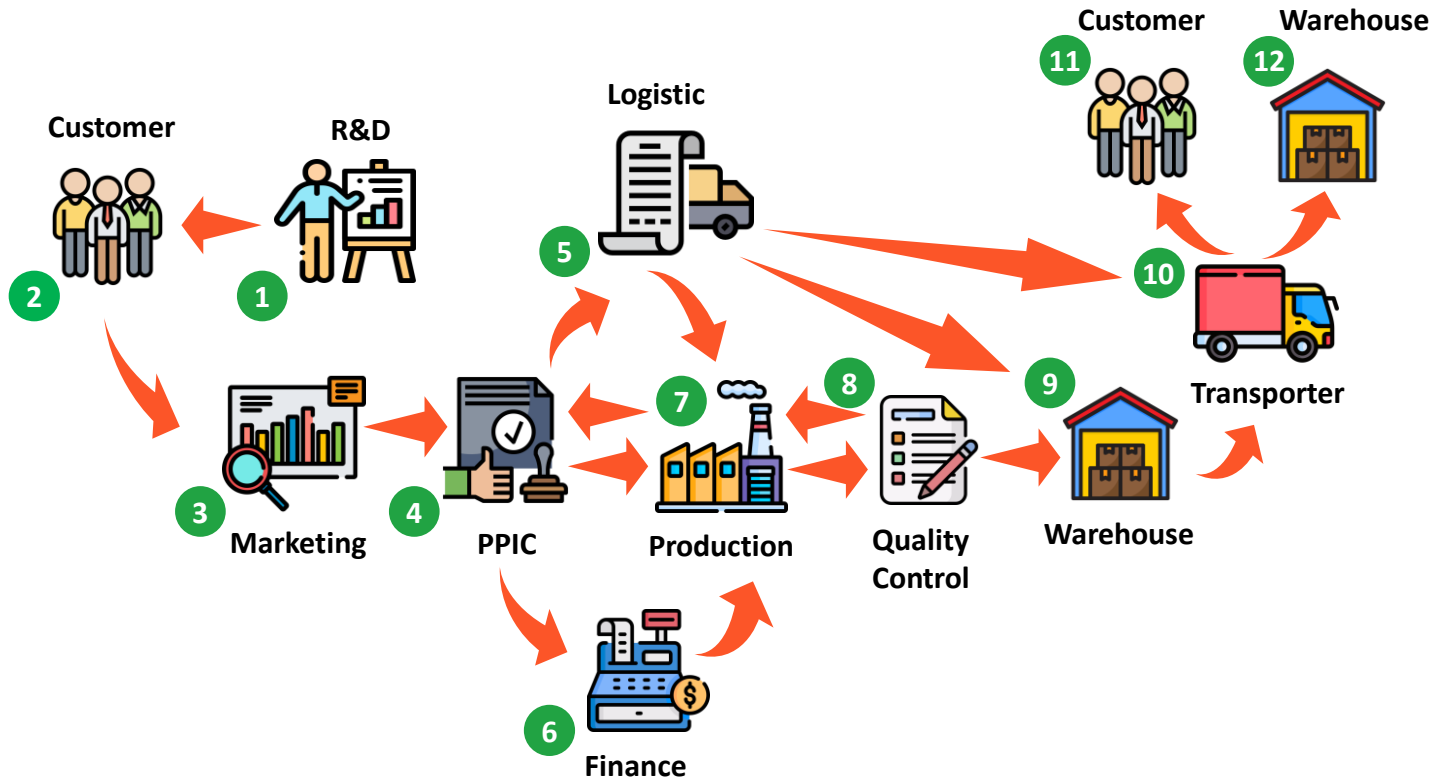
PLANTATION AREA	HECTARE (ha)
Plantation Area	25.727.032
Annual Plants Area	6.842.952
Oil Palm Plantation Area	15.380.981
Growth Rate of Oil Palm Plantation Area	2,4 - 2,8%

Plantation Community Land Area 2015-2022 (ha/year)





# Fertilizer Business Process



1. R&D presented Saraswanti fertilizer product knowledge.
2. Marketing receives Purchase Order from Customer.
3. Marketing reports planned sales to PPIC.
4. Finance recheck terms and conditions to be approved.
5. Purchase Order and Sales Order are sent to Logistic.
6. PPIC refer Sales Order to Finance.
7. Logistic to coordinate with Production, Finance and PPIC confirming the order.
8. Produced goods must pass through the Quality Control (QC).
9. Products pass through the QC and unused raw materials will be stored in the warehouse.
10. Logistic will send the products to Transporter, once Finance confirmed the payment terms.
11. Transporter to send the products to Customer.
12. The products may also be sent to designated location/warehouse by the Customer.

# Profitable SAMF Strategy





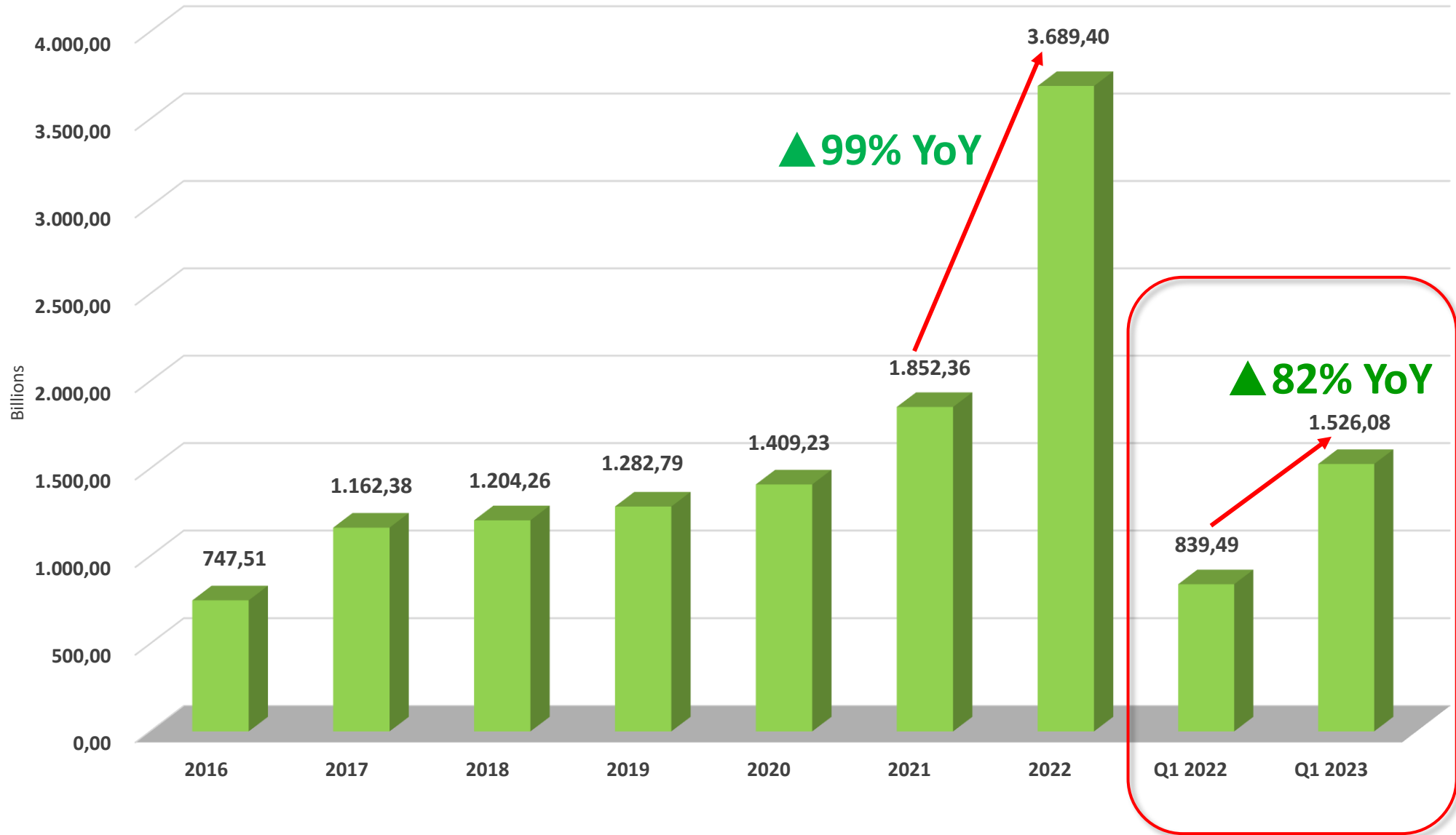
## Capital Strengthening through Go Public :

- Public Capital Funding
- Other Instrument Funding

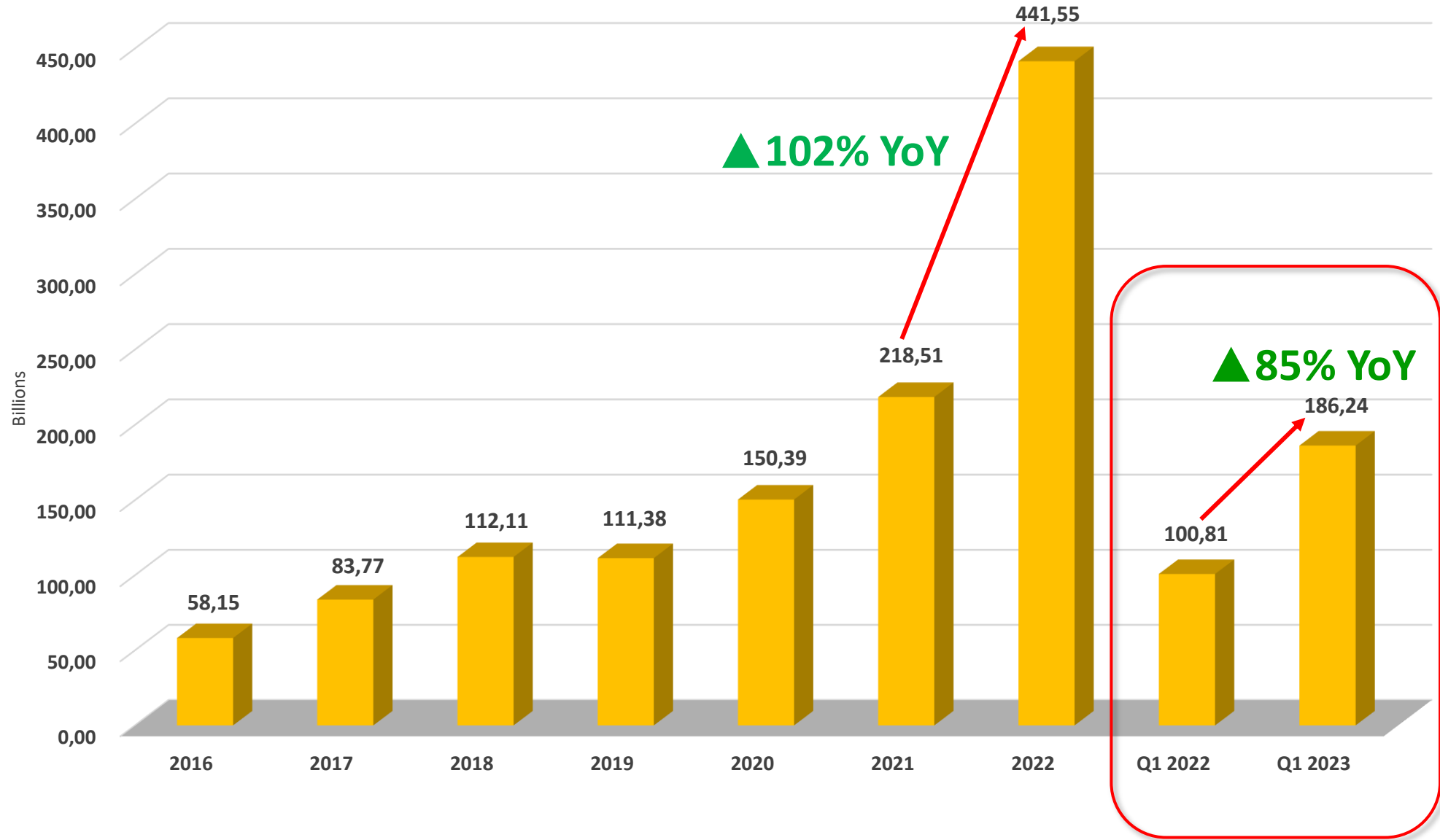
## Capital Strengthening through Banking :

- Bank Credit
- Supply Chain Financing

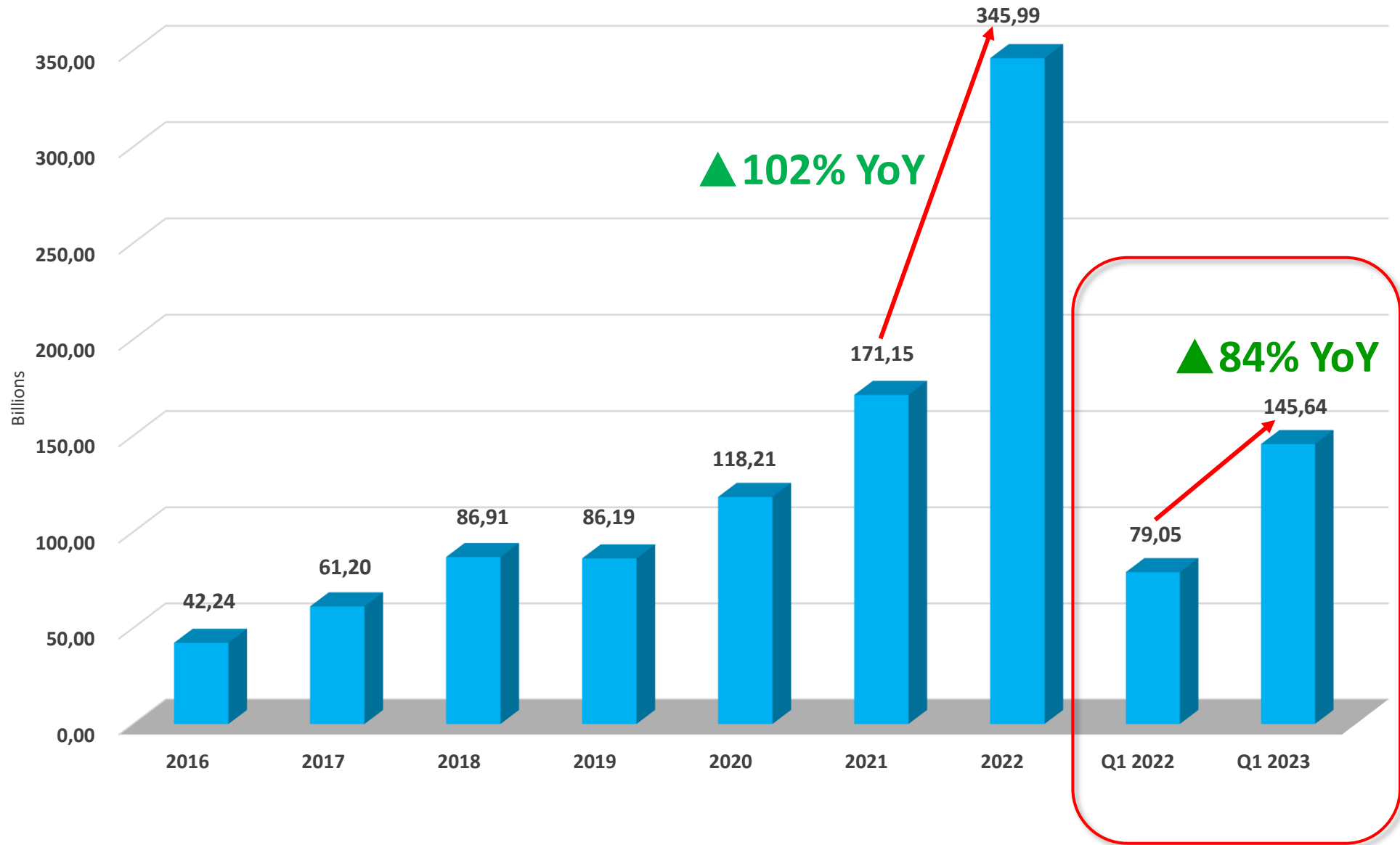
# Sales 2016 - 2022 (audited, IDR billion)







# Profit Before Tax 2016 - 2022 (audited, IDR billion)






# Net Income 2016 - 2022 (audited, IDR billion)



# Realization 2021 & 2022 *(audited)*

DESCRIPTION		2021 (IDR billion)		2022 (IDR billion)
	SALES	1.852	1,99x	3.689
	EBITDA	236	2,26x	534
	PROFIT BEFORE TAX	218	2,02x	441
	NET INCOME	171	2,02x	345

DESCRIPTION	(IDR billion) PROYEKSI 2023	(IDR billion) Q1 2022	(IDR billion) Q1 2023 <i>(unaudited)</i>
 SALES	4.423	839	1.526 <i>1,81x</i>
 PROFIT BEFORE TAX	561	100	186 <i>1,86x</i>
 NET INCOME	425	79	145 <i>1,83x</i>





*Thank you*



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