

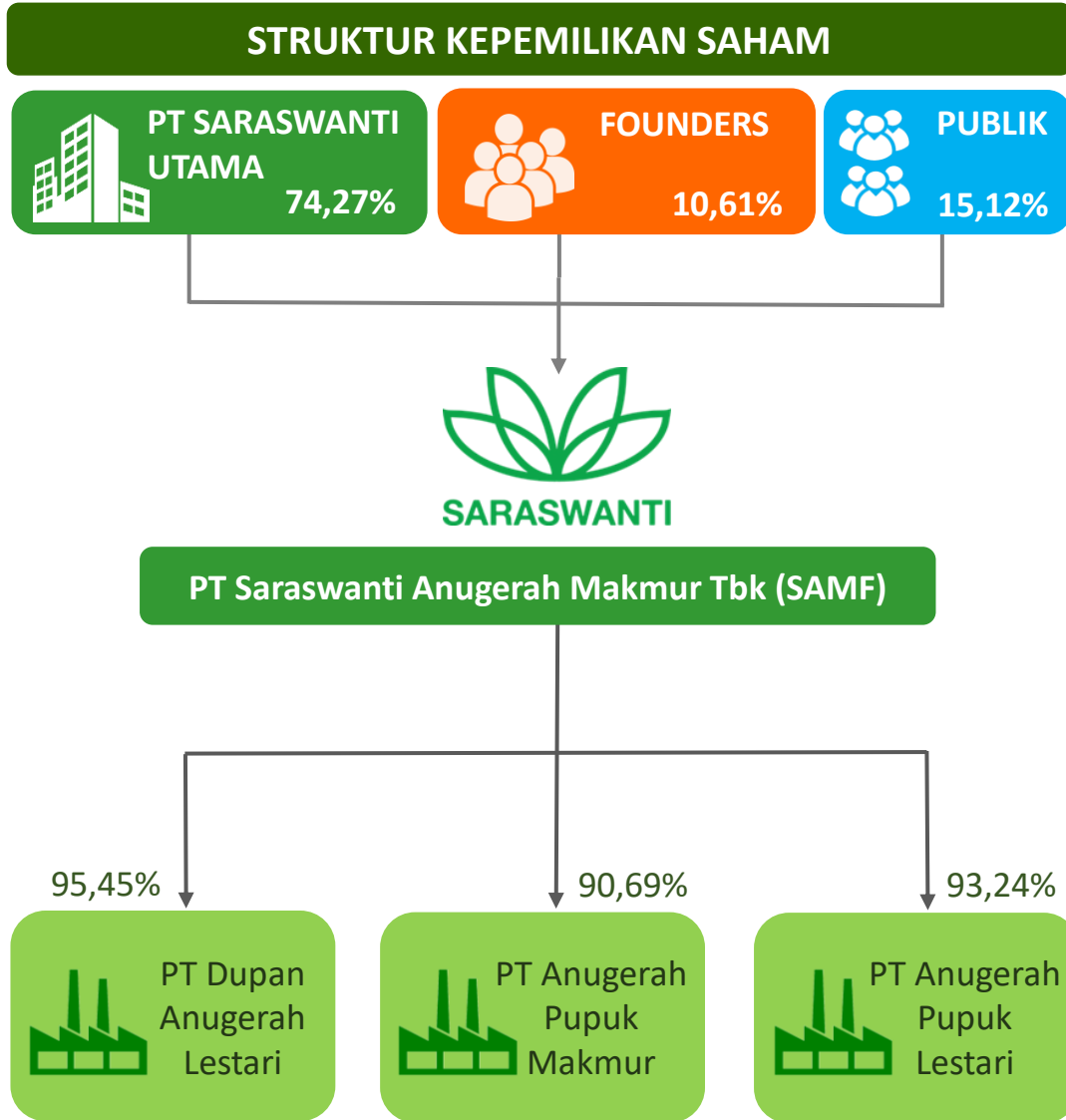


**SARASWANTI**

**PT Saraswanti Anugerah Makmur**  
FERTILIZER SPECIALIST

# **PUBLIC EXPOSE**

AMG Tower - Surabaya  
29 Mei 2023

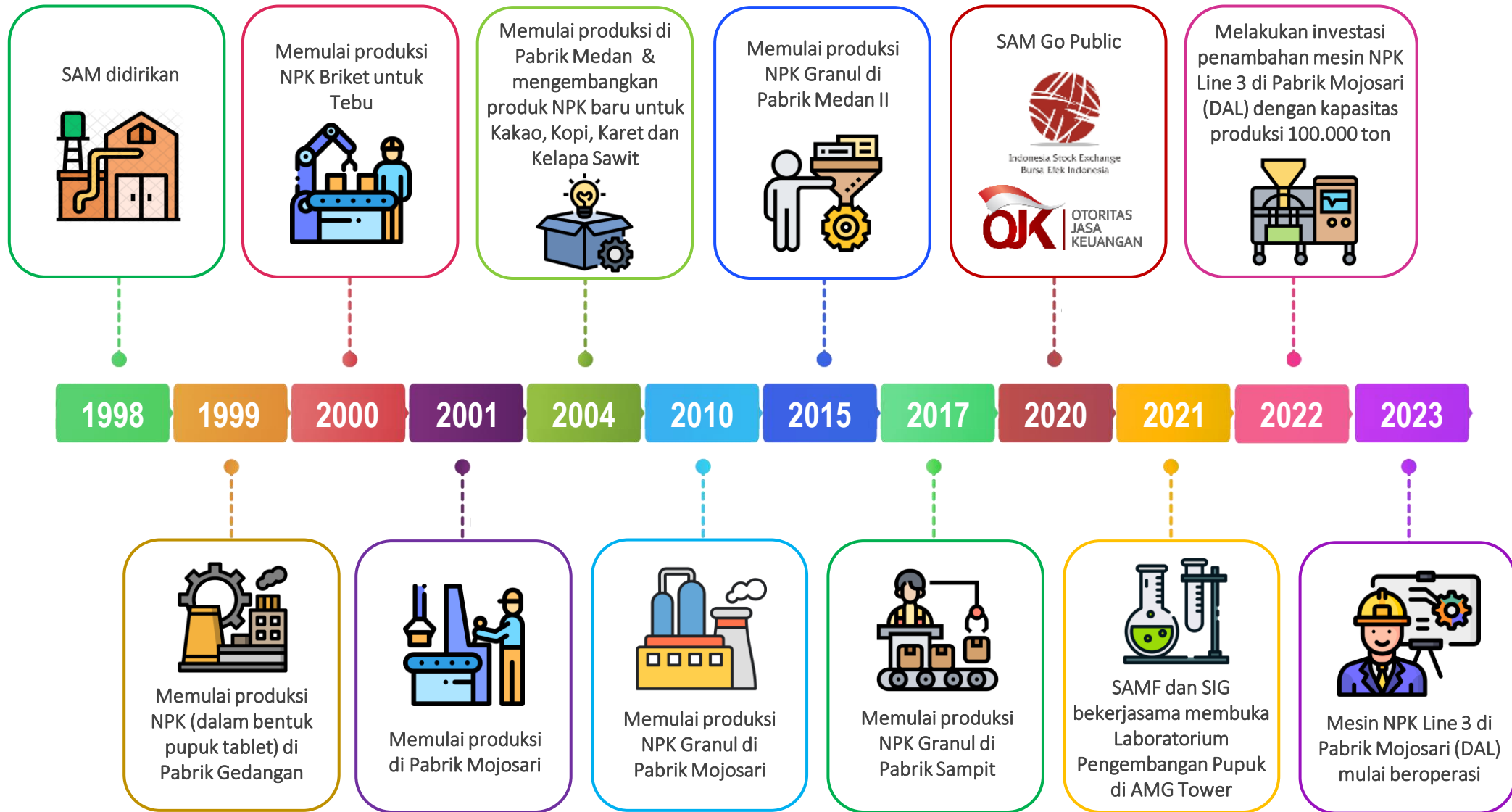


- ▶ **PT Saraswanti Anugerah Makmur Tbk (“SAM” atau “Perseroan”)** didirikan di Sidoarjo pada tahun 1998. Bisnis utama Perseroan adalah memproduksi dan memasarkan produk pupuk NPK premium.
- ▶ Saat ini Perseroan fokus pada produk pupuk non subsidi dengan target utama perkebunan kelapa sawit.
- ▶ Perseroan memiliki jaringan produksi dan penjualan yang luas: 5 pabrik di 3 kota & 12 kantor pemasaran di seluruh Indonesia.

**LOKASI PABRIK SARASWANTI ANUGERAH MAKMUR**

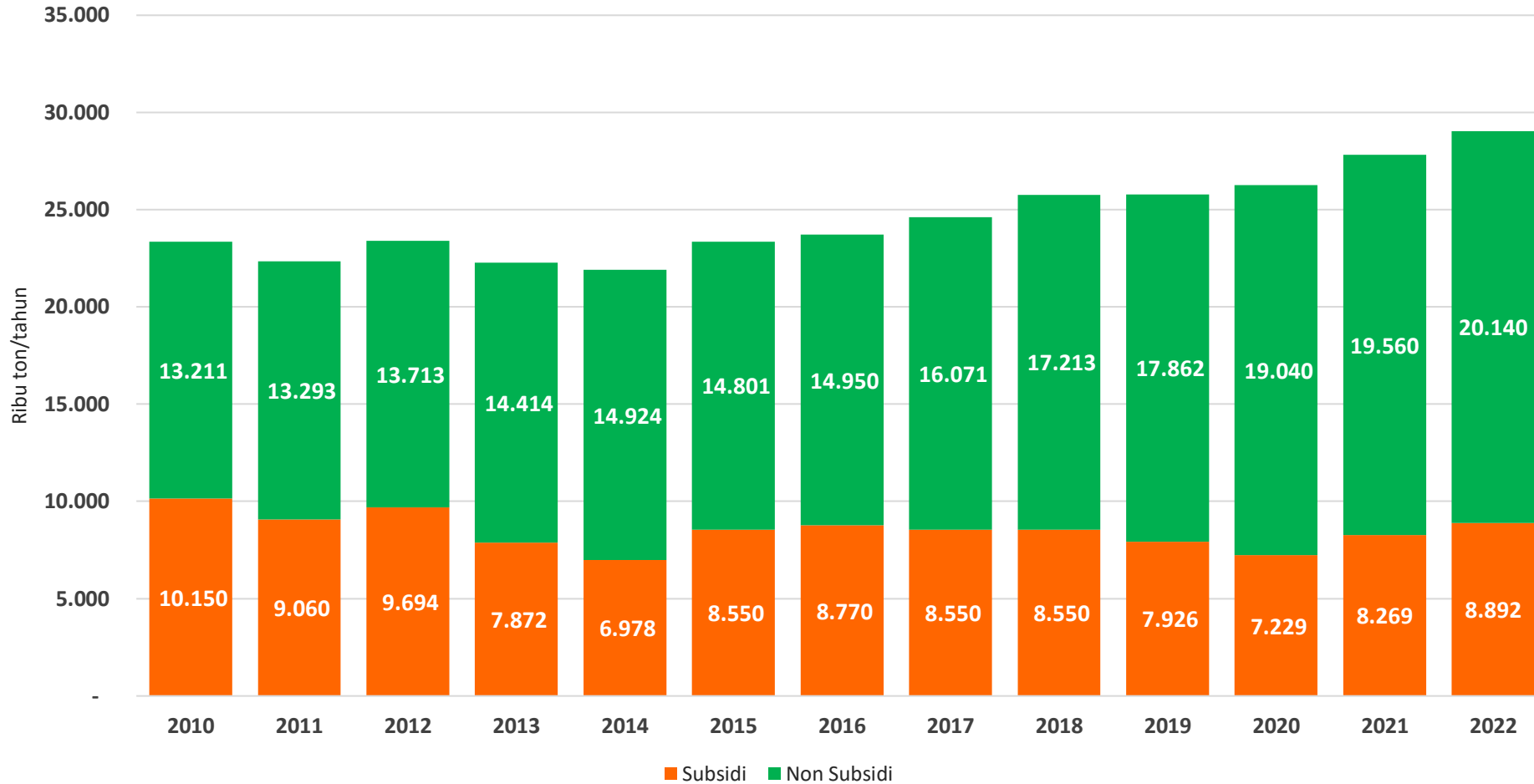


# Pencapaian



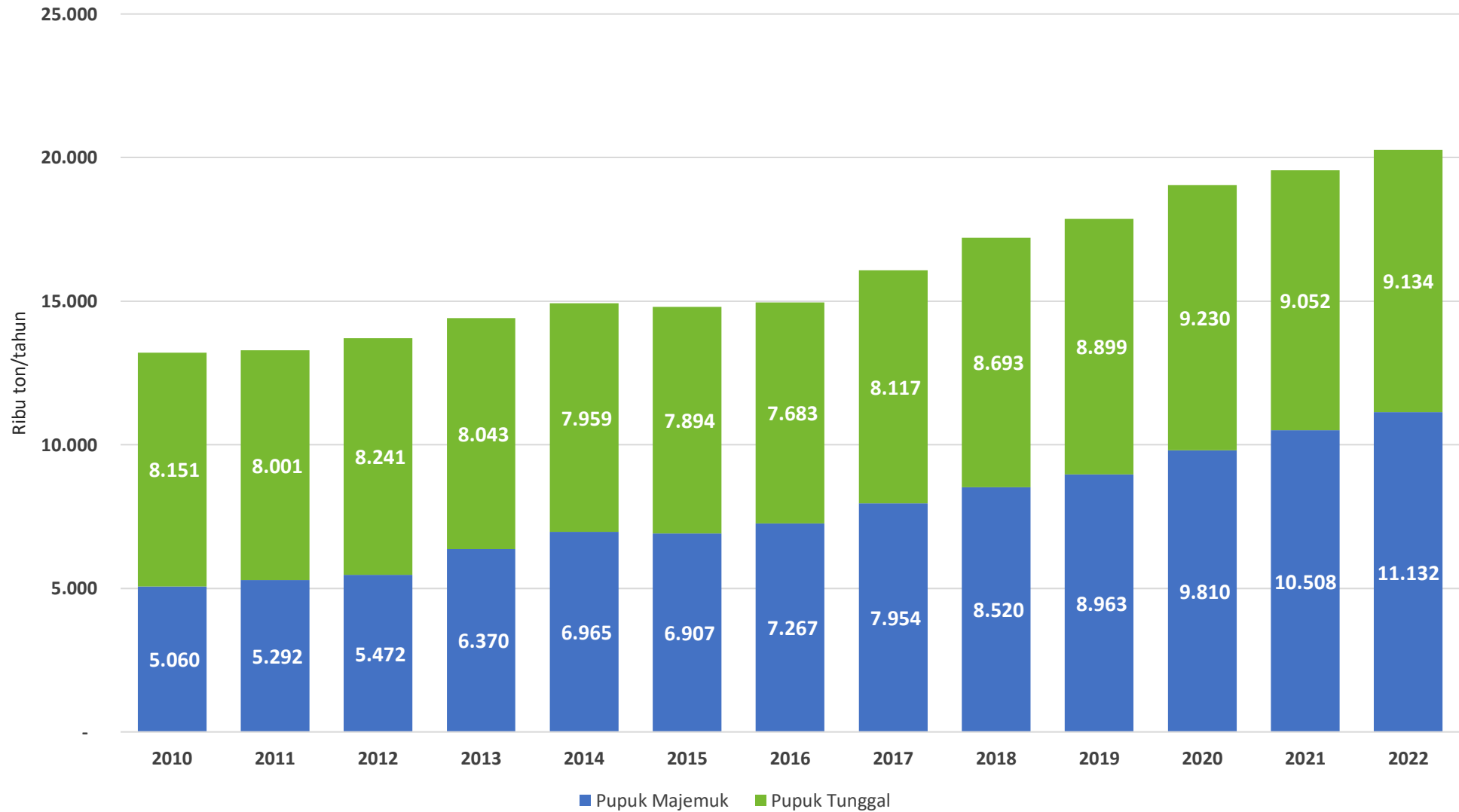
# Potensi Pasar Pupuk Nasional

## Potensi Pasar Subsidi dan Non-Subsidi



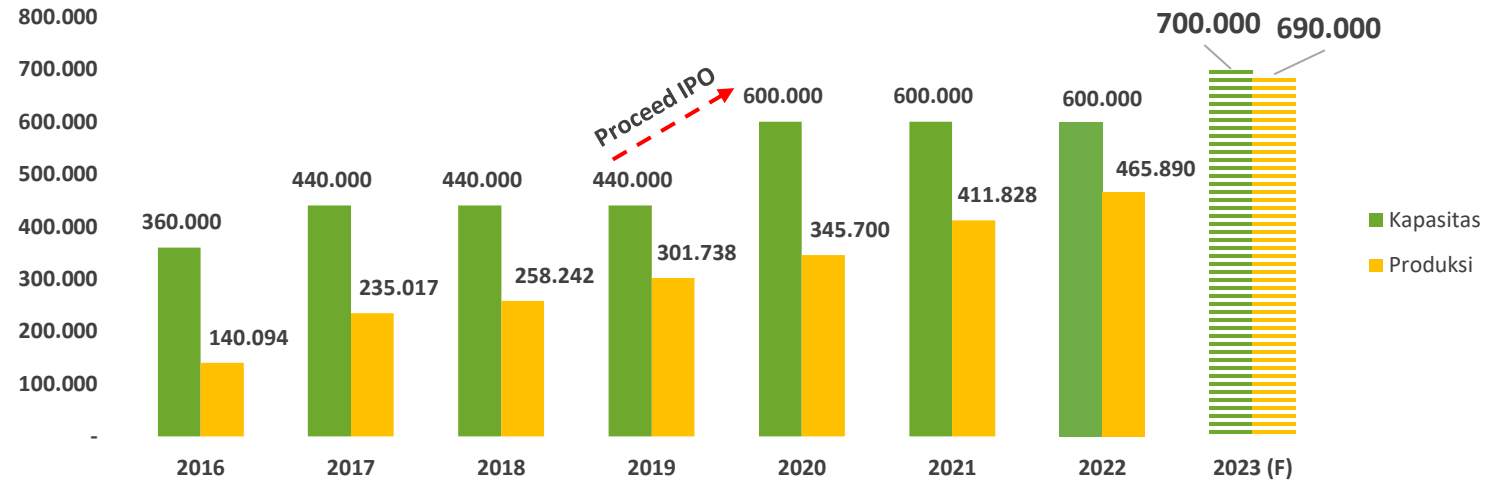
- Rata-rata laju Potensi Pasar Pupuk Subsidi 1,08 – 7,5% per tahun
- Rata-rata laju Potensi Pasar Pupuk Non Subsidi 2,73 – 7,49% per tahun

# Potensi Pasar Pupuk Nasional Non-Subsidi



# Kapasitas Produksi SAMF

Kapasitas vs Produksi (tons)



1

PABRIK MOJOKERTO I



Kapasitas : 100.000 ton

2

PABRIK MOJOKERTO II



Kapasitas : 200.000 ton

3

PABRIK MEDAN I



Kapasitas : 80.000 ton

4

PABRIK MEDAN II



Kapasitas : 160.000 ton

5

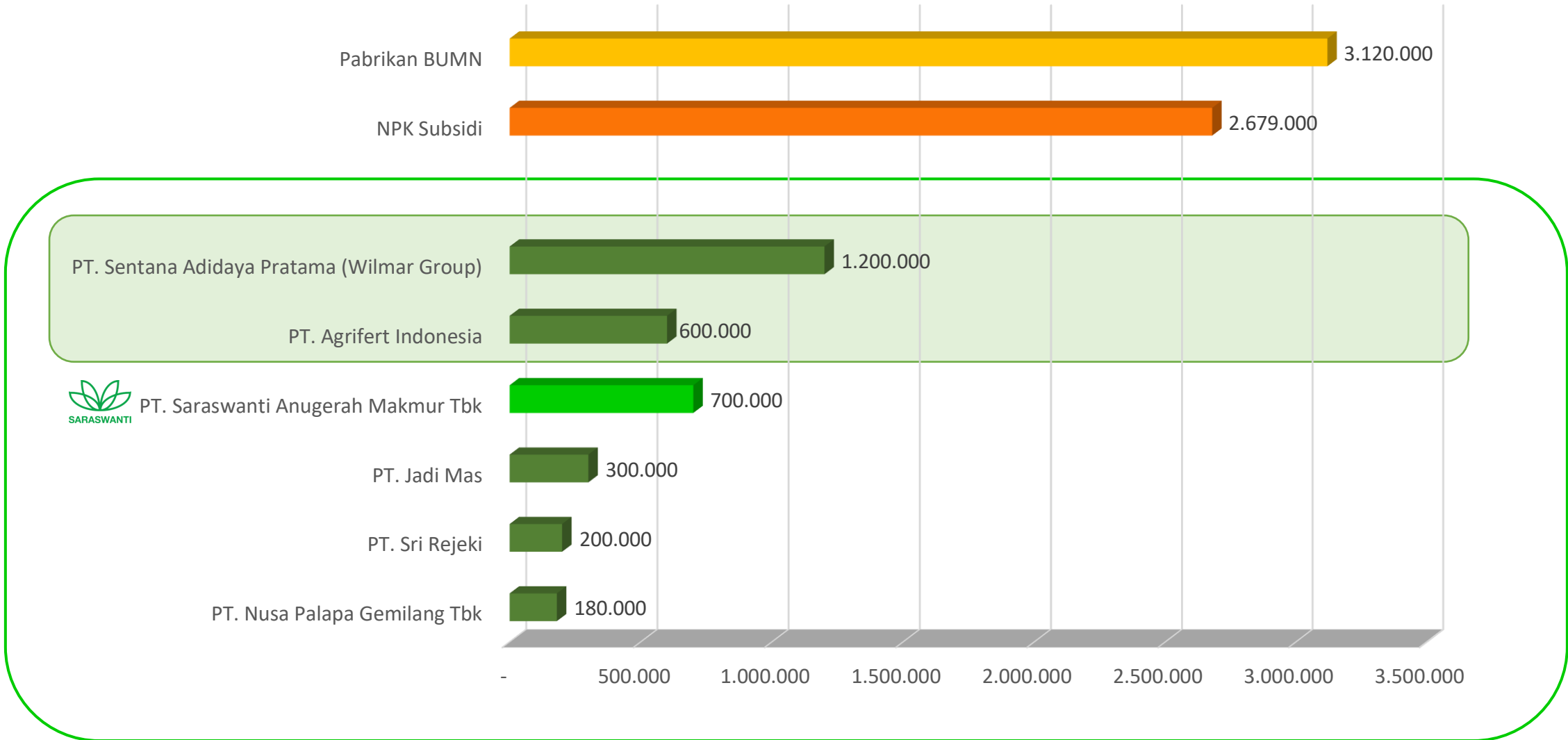
PABRIK SAMPIT



Kapasitas : 160.000 ton

# Kapasitas Produksi Pupuk NPK Nasional

Kapasitas (Ton/tahun)



# Penjualan Pupuk SAMF berdasarkan Komoditas

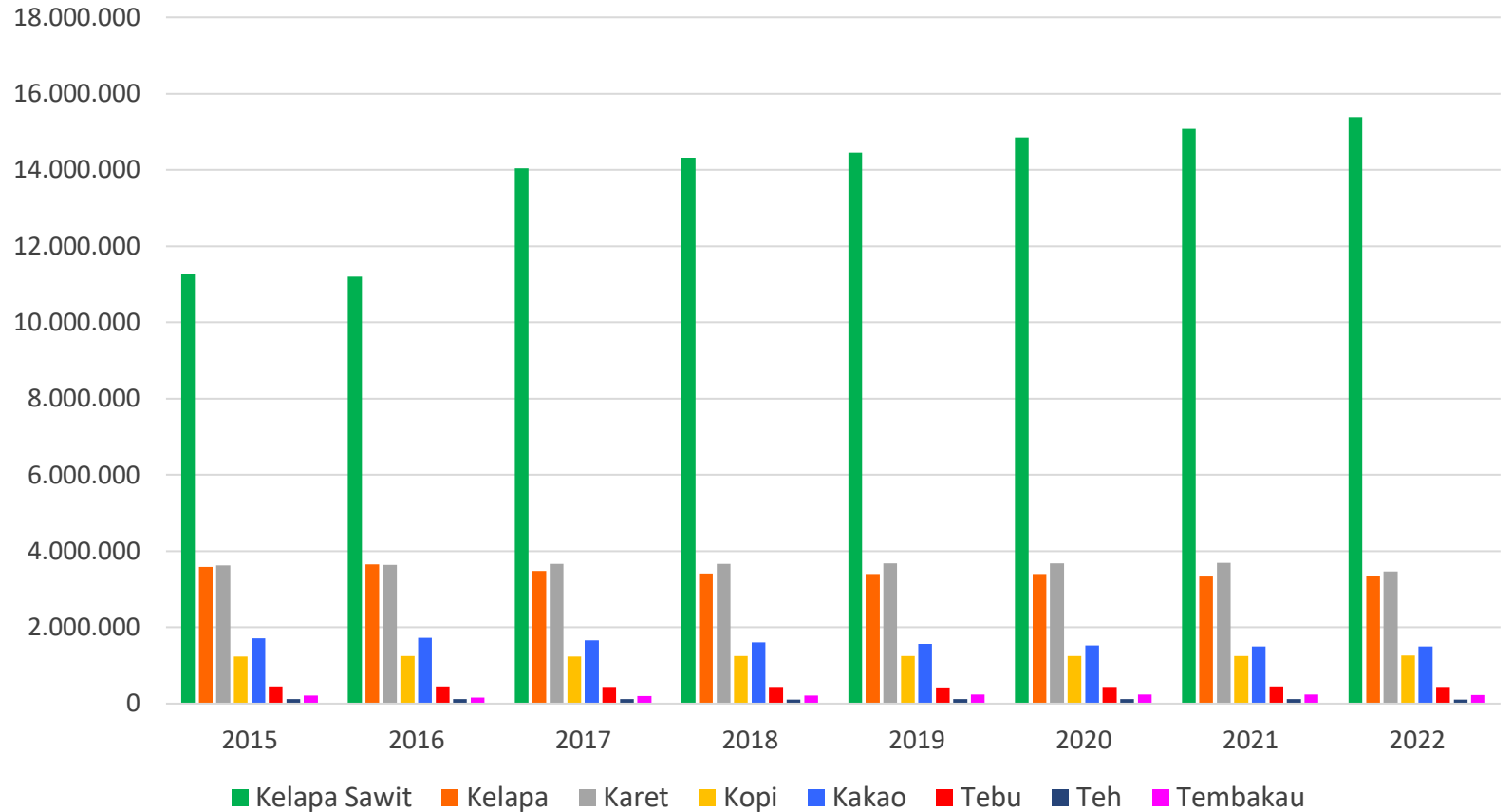


Penjualan:

KOMODITAS	PRESENTASE (%)
<b>1. PERKEBUNAN</b>	
a. Kelapa Sawit	97
b. Lainnya	2
<b>2. TANAMAN SEMUSIM</b>	≤ 1
Jumlah 1 + 2	100

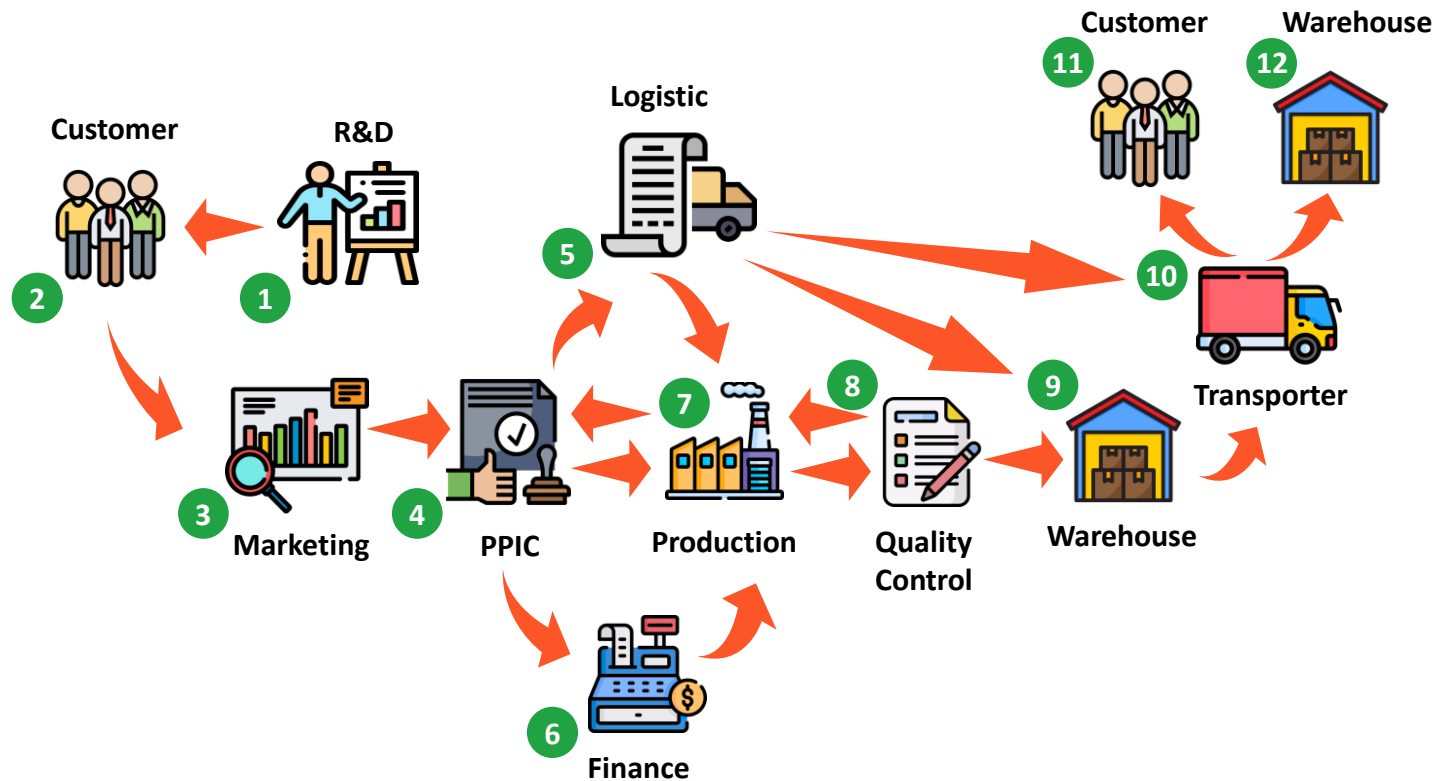
LUASAN PERKEBUNAN	HEKTARE (ha)
Luasan Perkebunan	25.727.032
Luasan Tanaman Semusim	6.842.952
Luasan Tanaman Sawit	15.380.981
Laju Pertumbuhan Luasan Kebun Kelapa Sawit	2,4 - 2,8%

Luasan Komoditas Lahan Perkebunan 2015-2022 (ha/tahun)





# Proses Bisnis Pupuk



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.

# Strategi SAMF Meraih Keuntungan





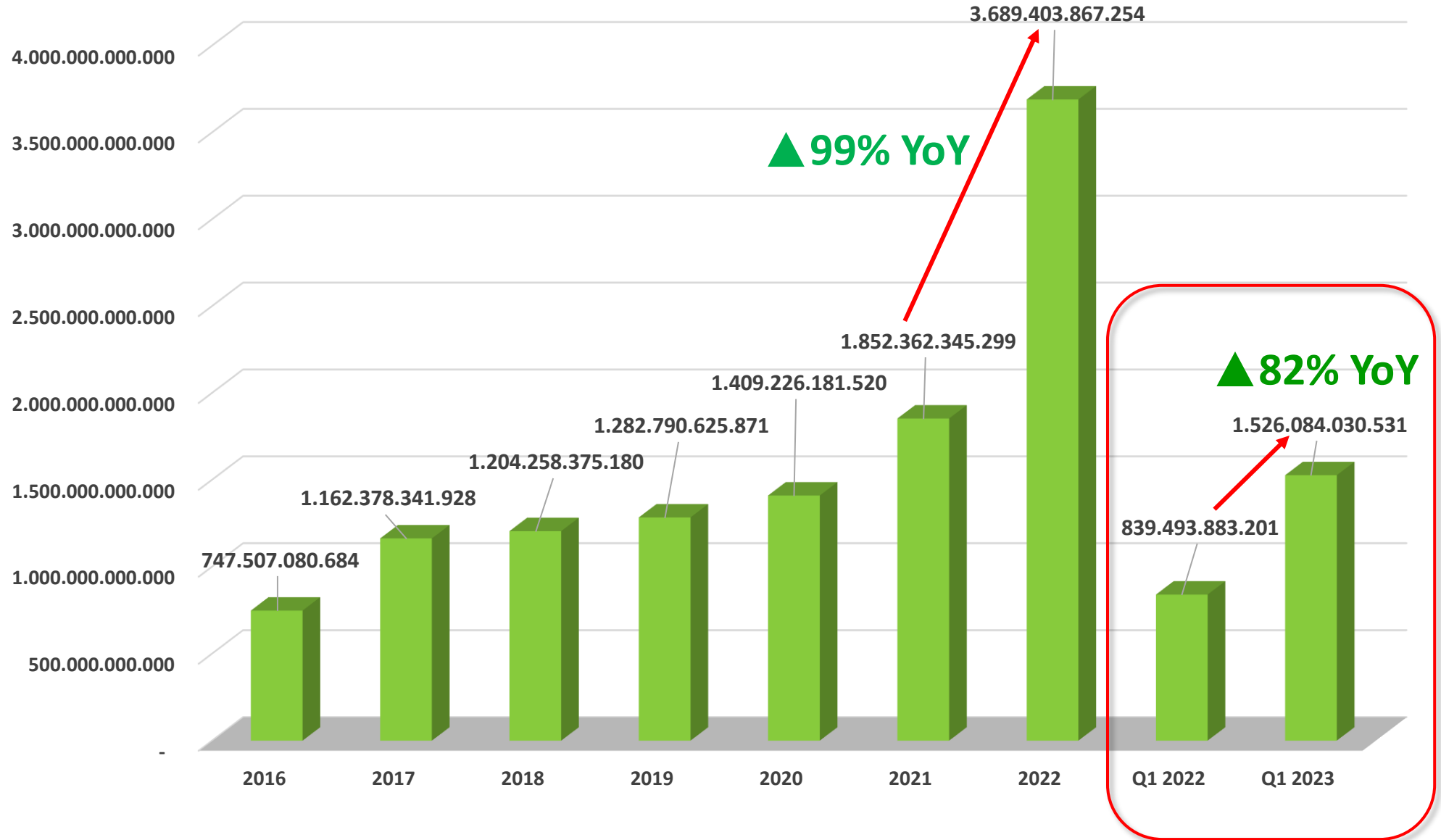
## Penguatan Modal melalui Go Public :

- Pendanaan Modal Publik
- Pendanaan Instrumen lainnya

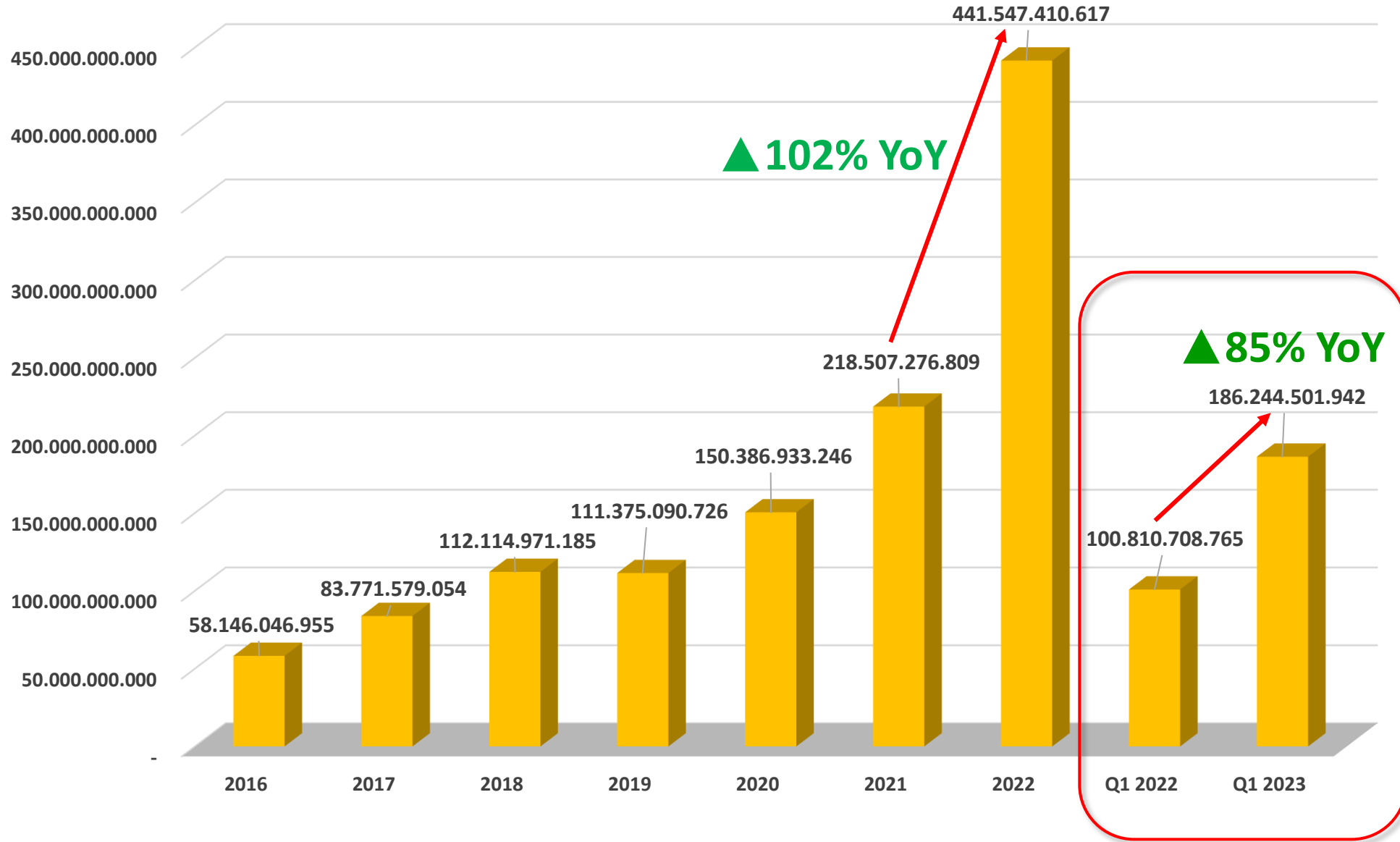
## Penguatan Modal melalui Perbankan :

- Kredit Bank
- Pembiayaan Rantai Pasokan

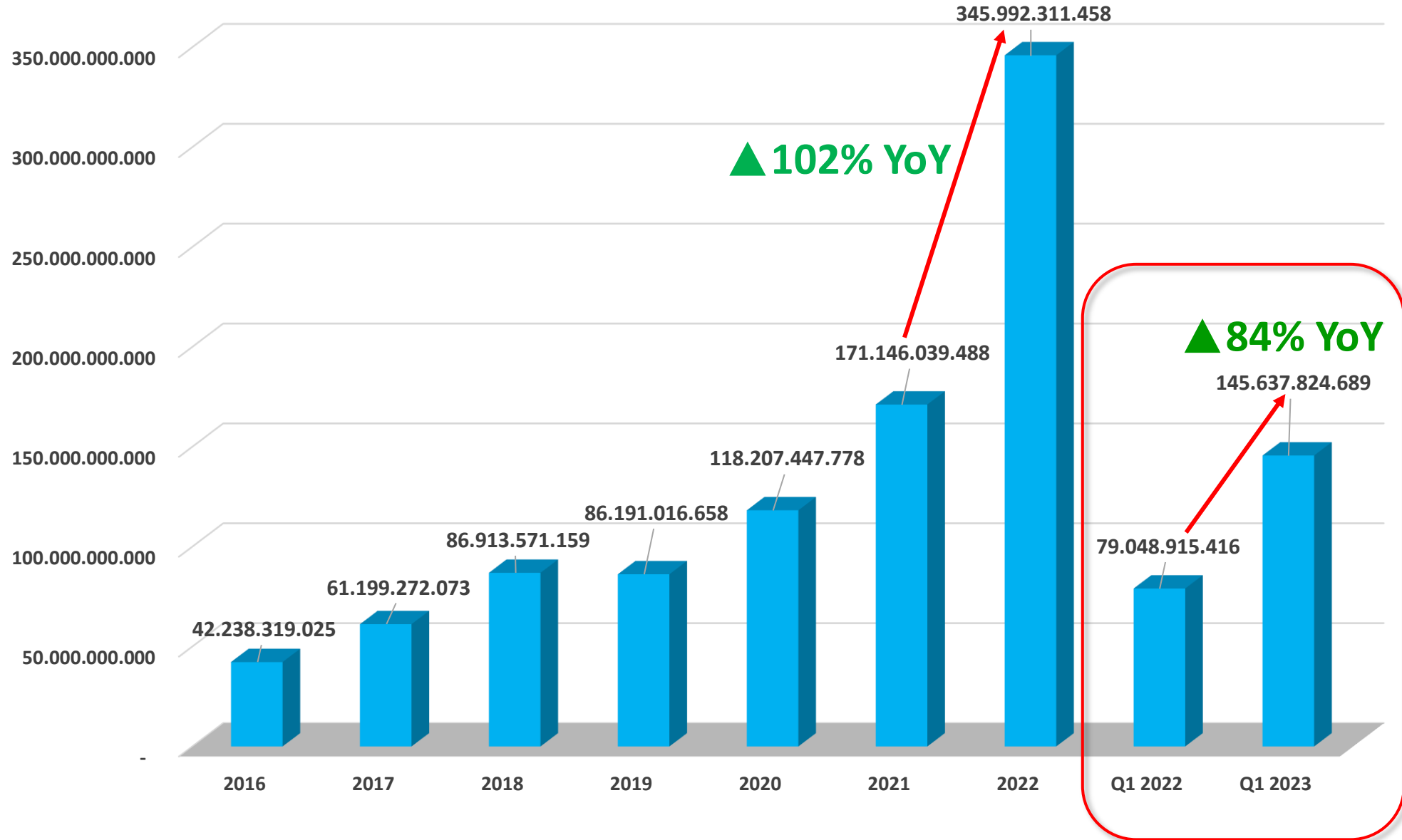
# Penjualan 2016 - 2022 (audited)













# Laba Sebelum Pajak 2016 - 2022 (audited)



# Laba Tahun Berjalan 2016 - 2022 (audited)



DESCRIPTION		2021 (Rp miliar)		2022 (Rp miliar)
	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	(Rp miliar)	(Rp miliar)	(Rp miliar)
	PROYEKSI 2023	Q1 2022	Q1 2023 <i>(unaudited)</i>
 SALES	4.423	839	1.526 
 PROFIT BEFORE TAX	561	100	186 
 NET INCOME	425	79	145 





*Thank you*



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FERTILIZER SPECIALIST

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