



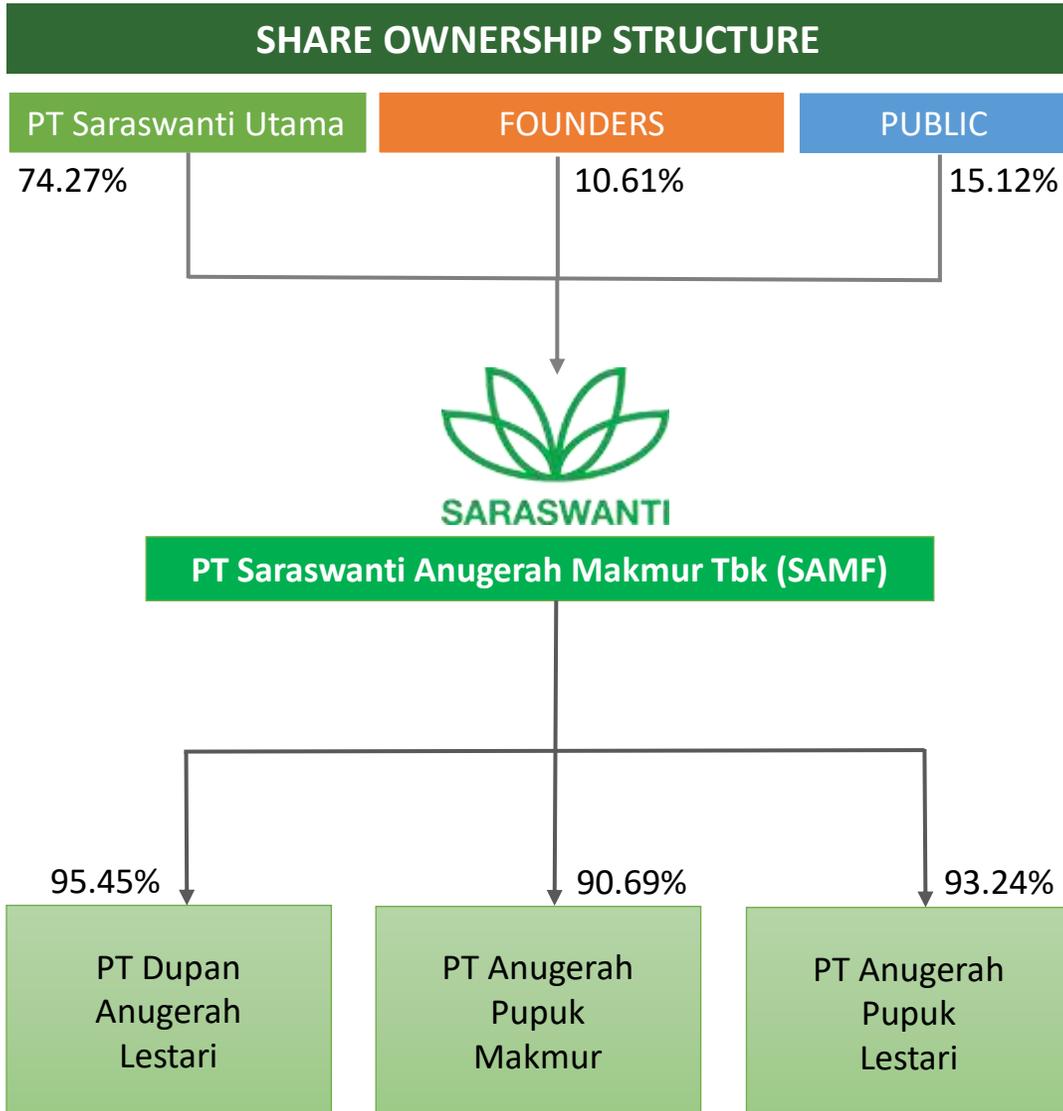
SARASWANTI

PT Saraswanti Anugerah Makmur Tbk
FERTILIZER SPECIALIST

PUBLIC EXPOSE

AMG Tower – Surabaya
June 15, 2022

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.

THE FACTORY LOCATION OF SARASWANTI ANUGERAH MAKMUR



PLANTA PLUS
Annual Crop Fertilizer

CORNALET
Corn Fertilizer

HALEI[®]
Sugar Cane Fertilizer

KOKA[®]
Coffee & Cocoa Fertilizer

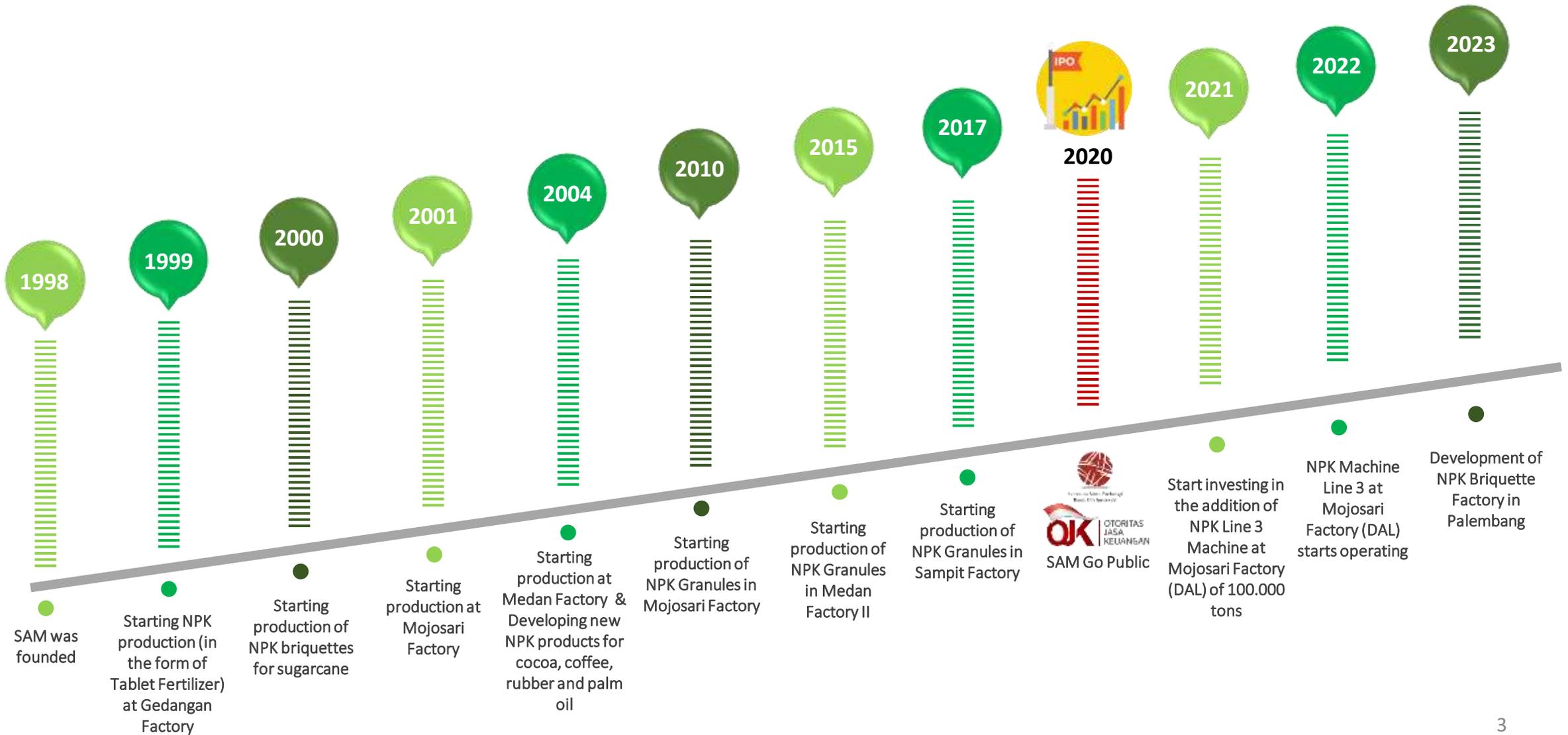
PUKALET[®]
Rubber Plant Fertilizer

PALMO[®]
Palm Oil Fertilizer

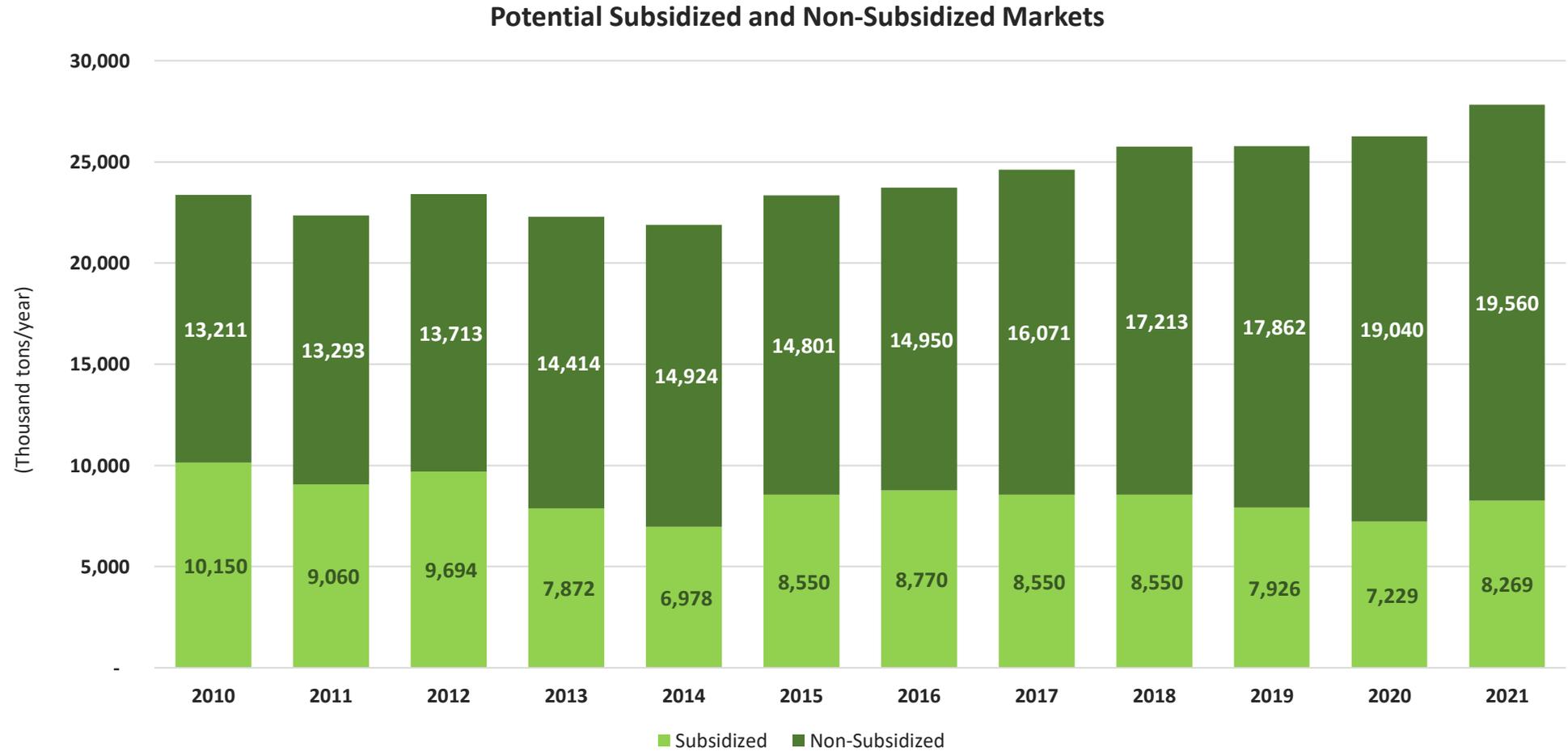
MAKRO MIKRO
Perennial Crop Fertilizer

FERT-TEA[®]
Tea Fertilizer

Milestone

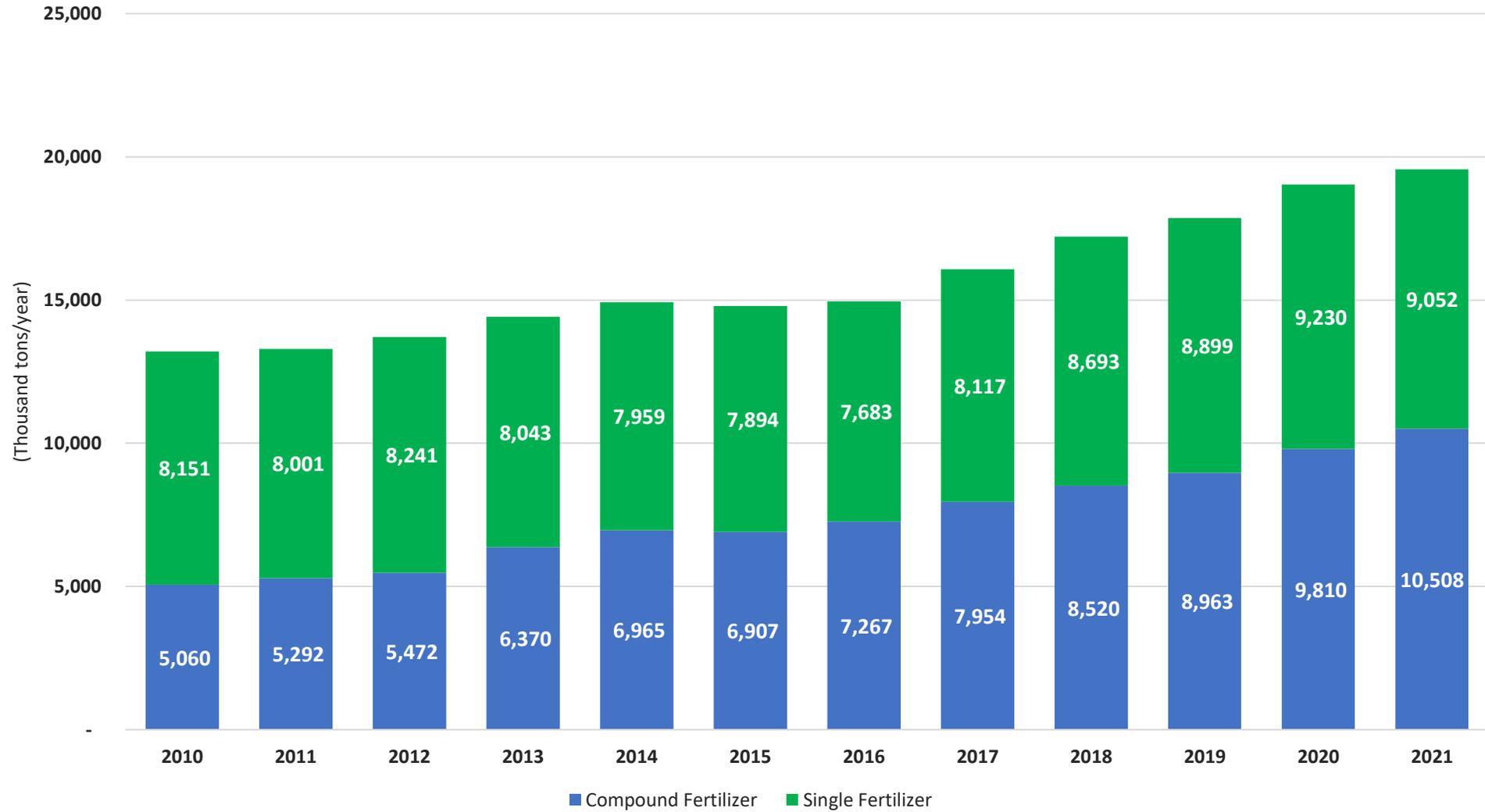


National Fertilizer Market Potential



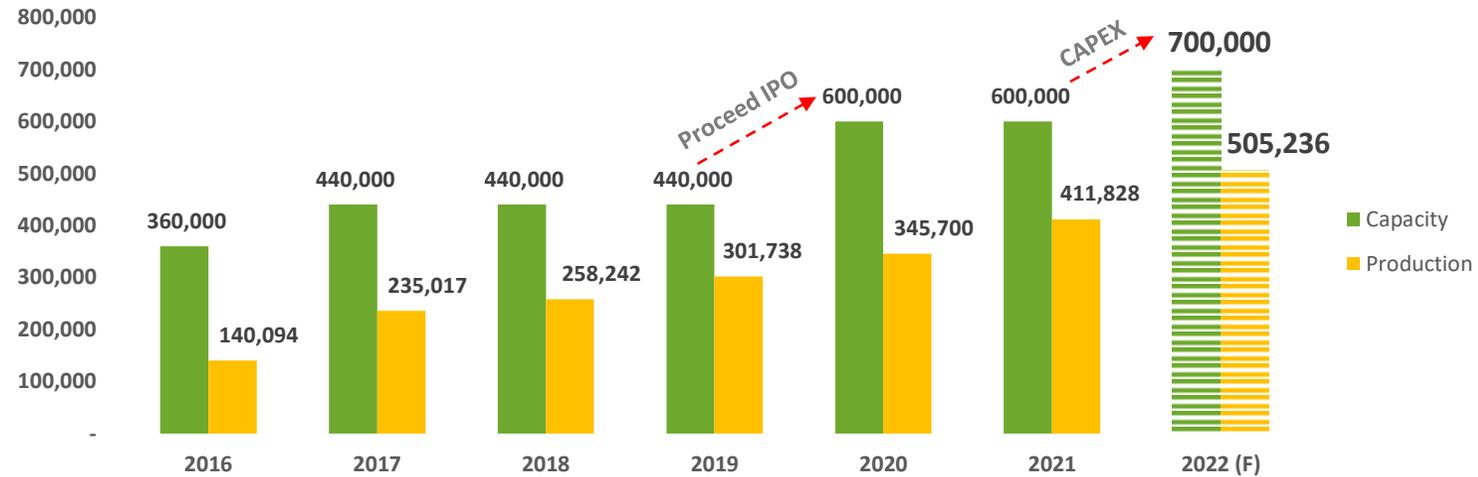
- Average Market Potential Rate of Subsidized Fertilizer is 1.08 – 3.2% per year
- Average Market Potential Rate of Non-Subsidized Fertilizer is 2.73 – 7.49% per year

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



Initial Capacity :
100.000 tons ↑ to
200.000 tons

3

MEDAN FACTORY I



Capacity : 80.000 tons

4

MEDAN FACTORY II



Capacity : 160.000 tons

5

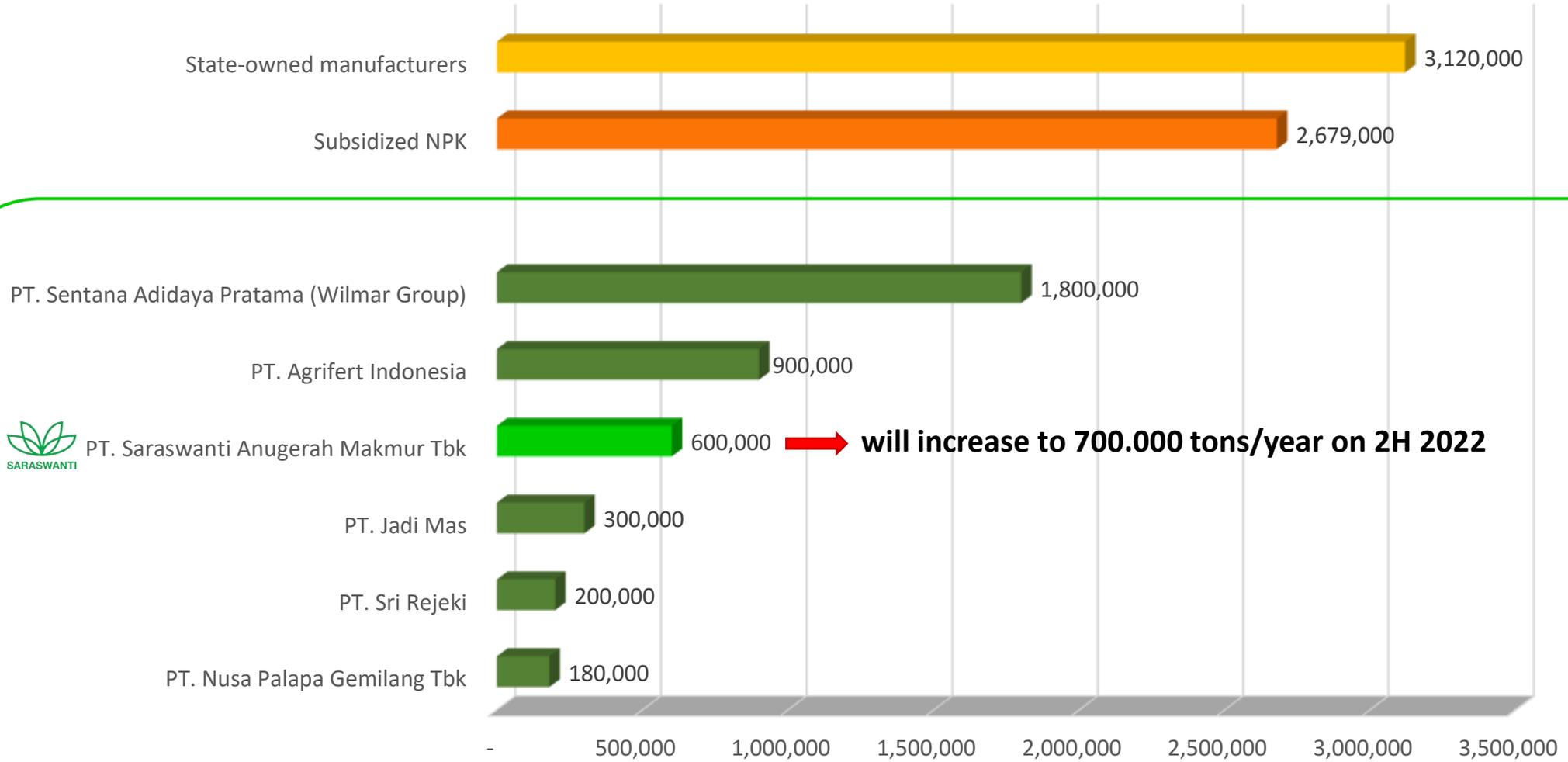
SAMPIT FACTORY



Capacity : 160.000 tons

SAMF Capacity Position against National NPK Producers

Capacity (Tons/year)



SAMF Fertilizer Sales by Commodity

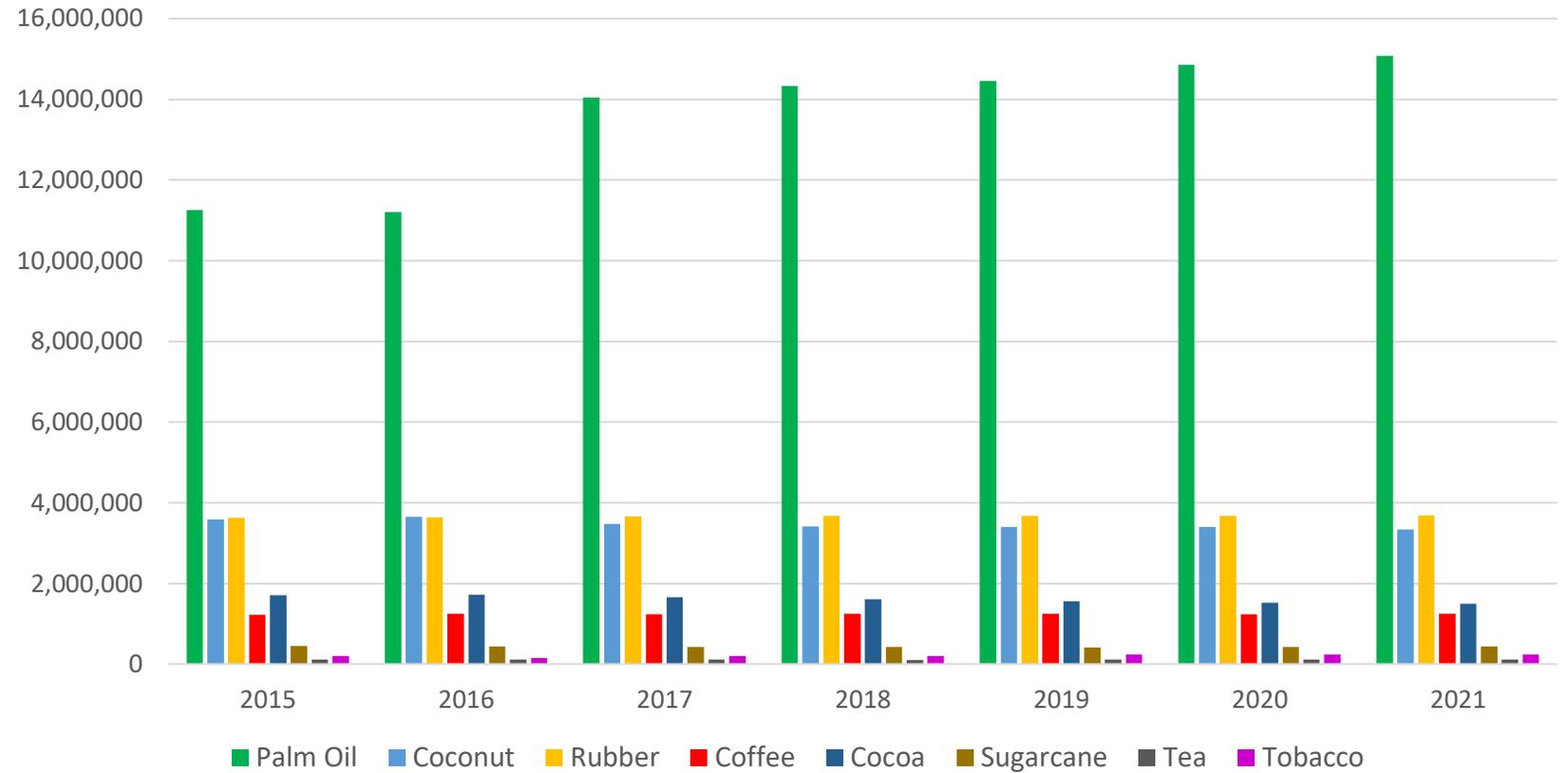


Sales:

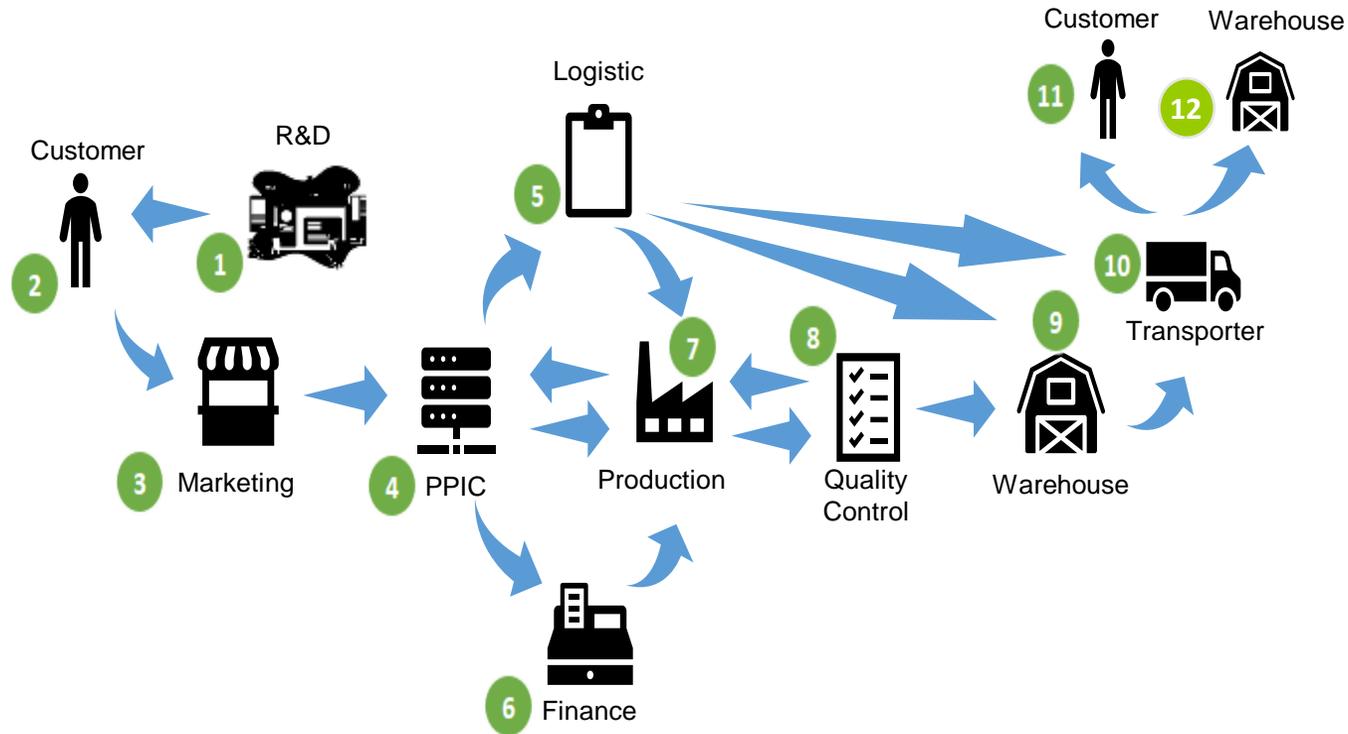
COMMODITY	PERCENTAGE (%)
1. PLANTATION	
a. Palm Oil	97
b. Others	2
2. ANNUAL PLANTS	≤ 1
Total 1 + 2	100

PLANTATION AREA	HECTARE (ha)
Plantation Area	25.023.931
Annual Plants Area	6.728.912
Oil Palm Plantation Area	14.326.350
Growth Rate of Oil Palm Plantation Area	2.3 – 2.7 %

Plantation Community Land Area 2015 – 2021 (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.

SAMF Strategy to Make Profit



- 1 Efficiency Improvement
- 2 Strengthening Business Capital
- 3 Raw Material Safety and Assurance
- 4 Premium Quality Product
- 5 Research Strengthening
- 6 Intensive Product and Sales Networking

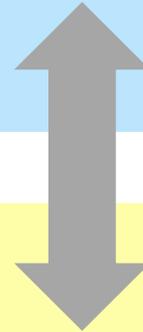
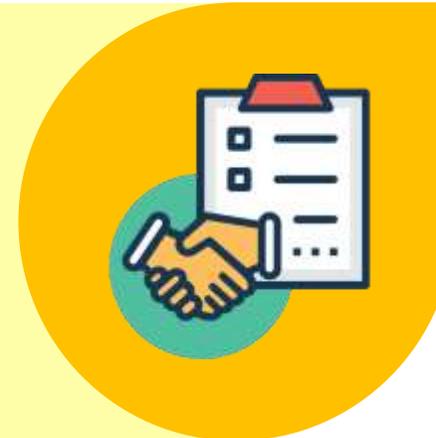
Capital Strengthening through Go Public :

- Public Capital Funding
- Other Instrument Funding

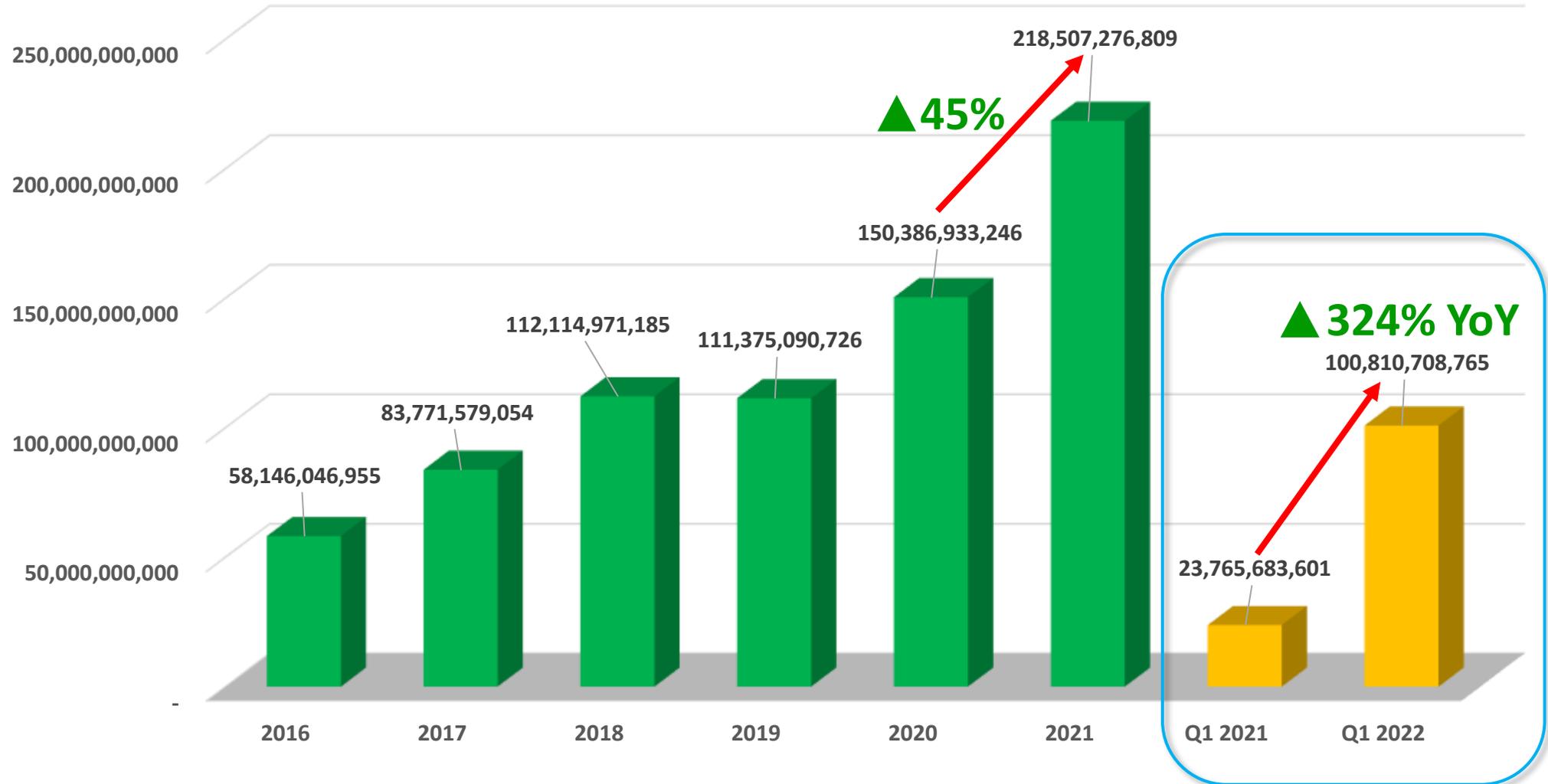


Capital Strengthening through Banking :

- Bank Credit
- Supply Chain Financing



Profit Before Tax 2016 - 2021 (audited)



2021 Realization & 2022 Projection



Realization 2021	Target 2022	Projection 2022	Realization Q1 2021	Realization Q1 2022
1.852	2.439	2.880	297	839
218	300	347	24	101



Thank you



SARASWANTI

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FERTILIZER SPECIALIST

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