

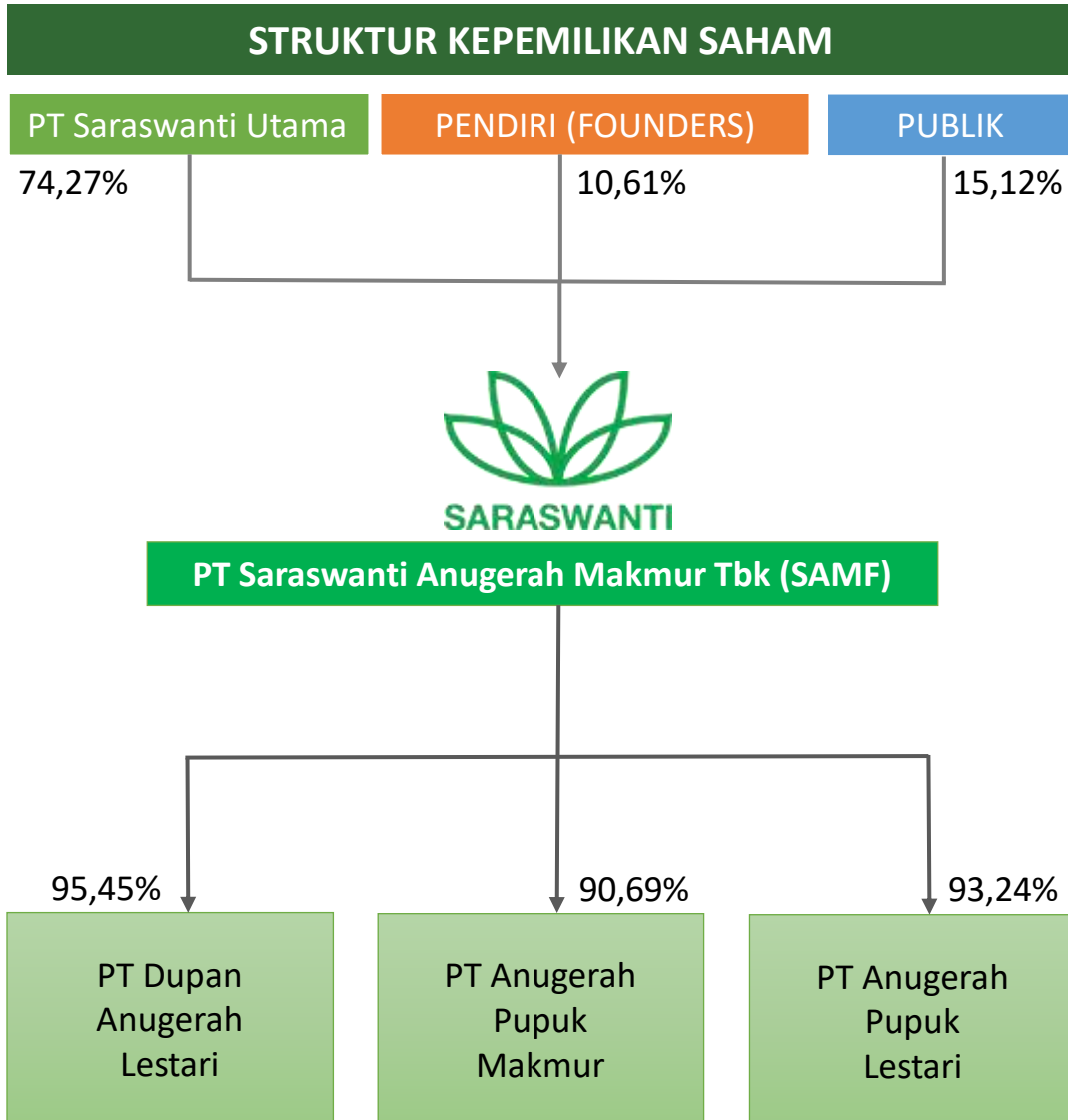


SARASWANTI

PT Saraswanti Anugerah Makmur Tbk
FERTILIZER SPECIALIST

PUBLIC EXPOSE

AMG Tower - Surabaya
15 Juni 2022



- ▶ **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



PLANTA PLUS
Annual Crop Fertilizer

CORNALET
Corn Fertilizer

HALEI[®]
Sugar Cane Fertilizer

KOKA[®]
Coffee & Cocoa Fertilizer

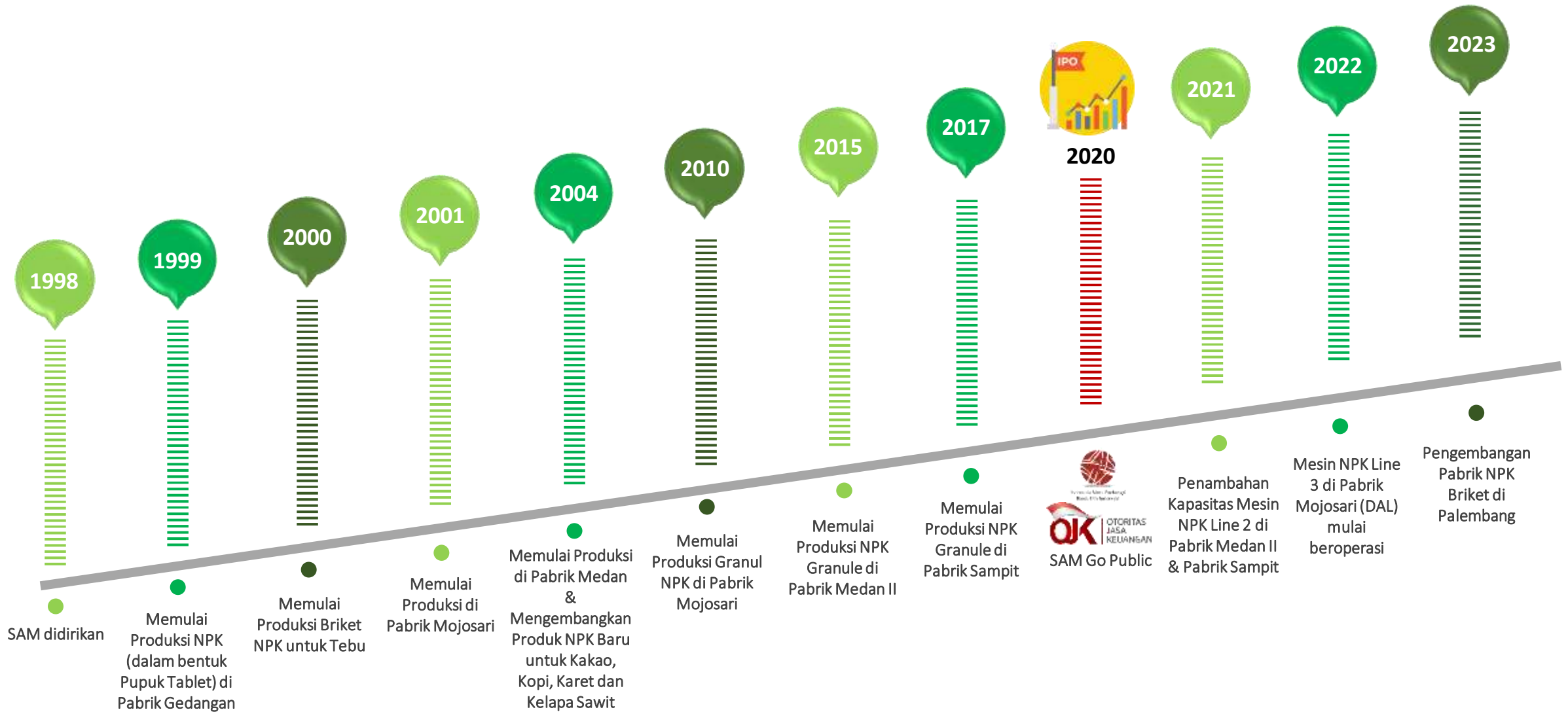
PUKALET[®]
Rubber Plant Fertilizer

PALMO[®]
Palm Oil Fertilizer

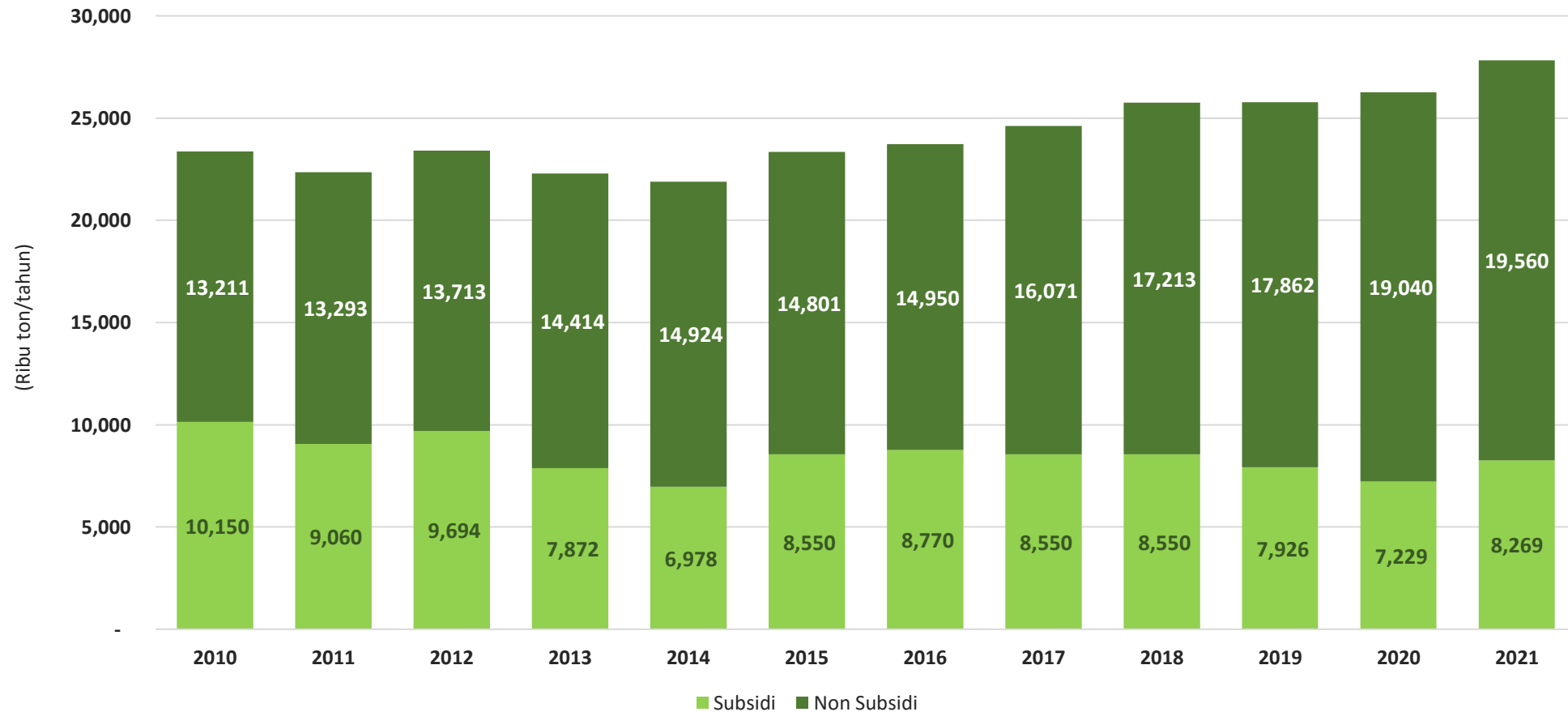
MAKRO MIKRO
Perennial Crop Fertilizer

FERT-TEA[®]
Tea Fertilizer

Pencapaian

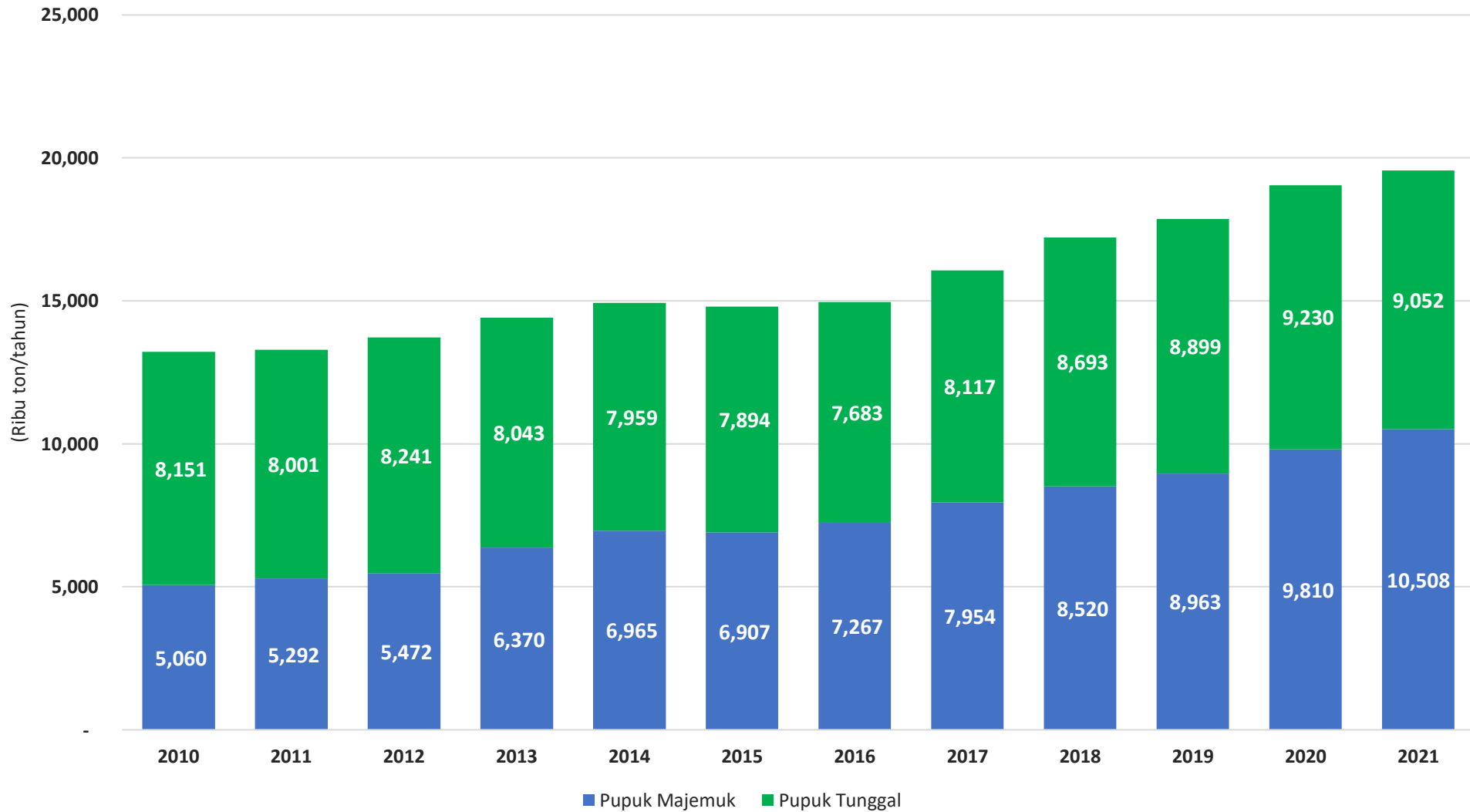


Potensi Pasar Subsidi dan Non-Subsidi



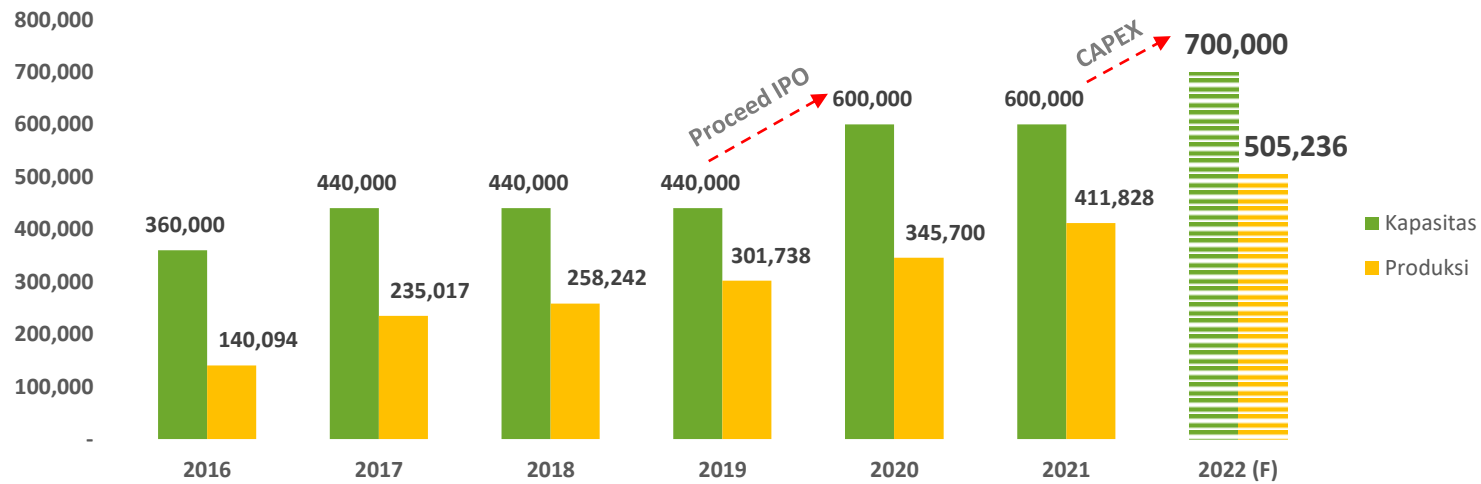
- Rata-rata laju Potensi Pasar Pupuk Subsidi 1,08 – 3,2% per tahun
- Rata-rata laju Potensi Pasar Pupuk Non Subsidi 2,73 – 7,49% per tahun

Potensi Pasar Pupuk Nasional Non-Subsidi



Kapasitas Produksi SAMF

Kapasitas vs Produksi (ton)



1

PABRIK MOJOKERTO I



Kapasitas : 100.000 ton

2

PABRIK MOJOKERTO II



Kapasitas awal :
100.000 ton ↑ menjadi
200.000 ton

3

PABRIK MEDAN I



Kapasitas : 80.000 ton

4

PABRIK MEDAN II



Kapasitas : 160.000 ton

5

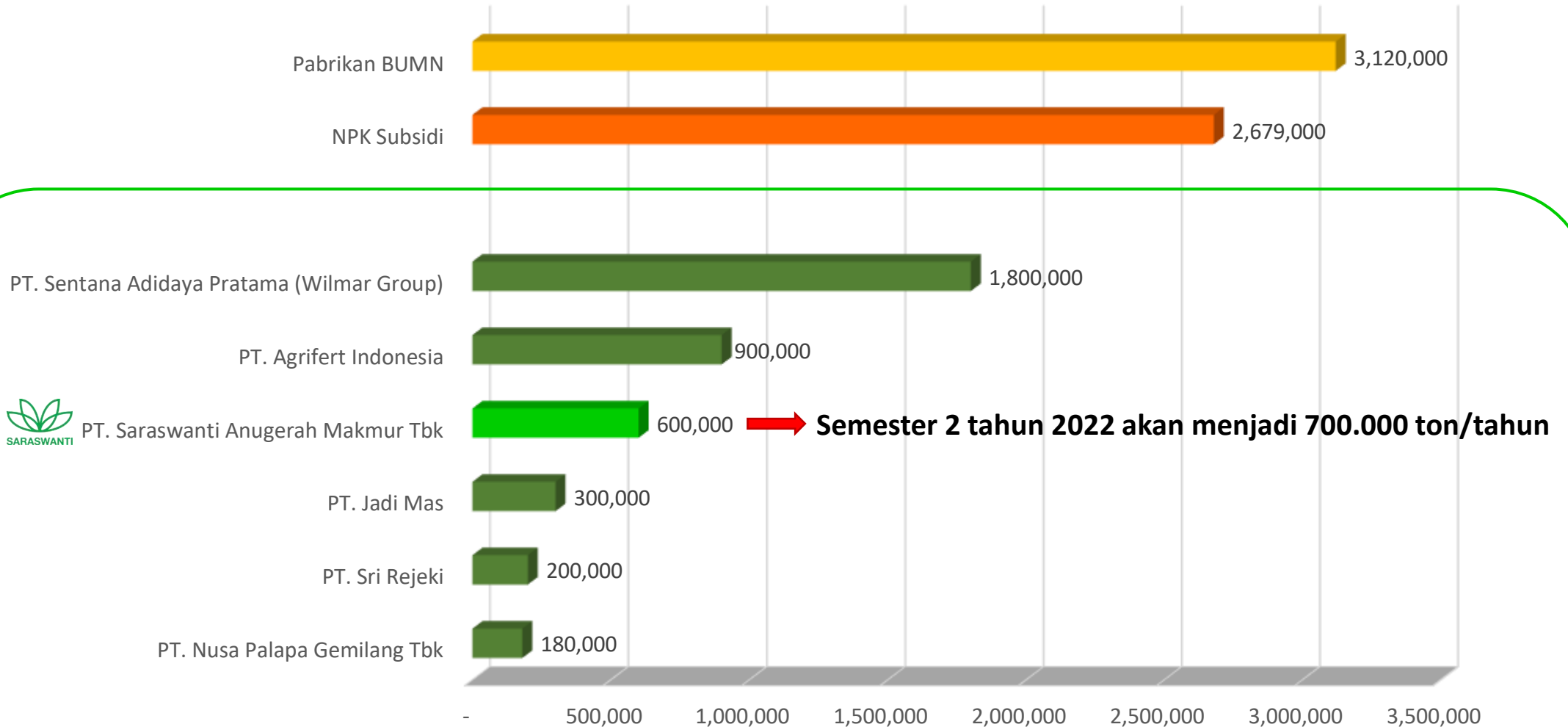
PABRIK SAMPIT



Kapasitas : 160.000 ton

Kapasitas Produksi Pupuk NPK Nasional

Kapasitas (Ton/tahun)



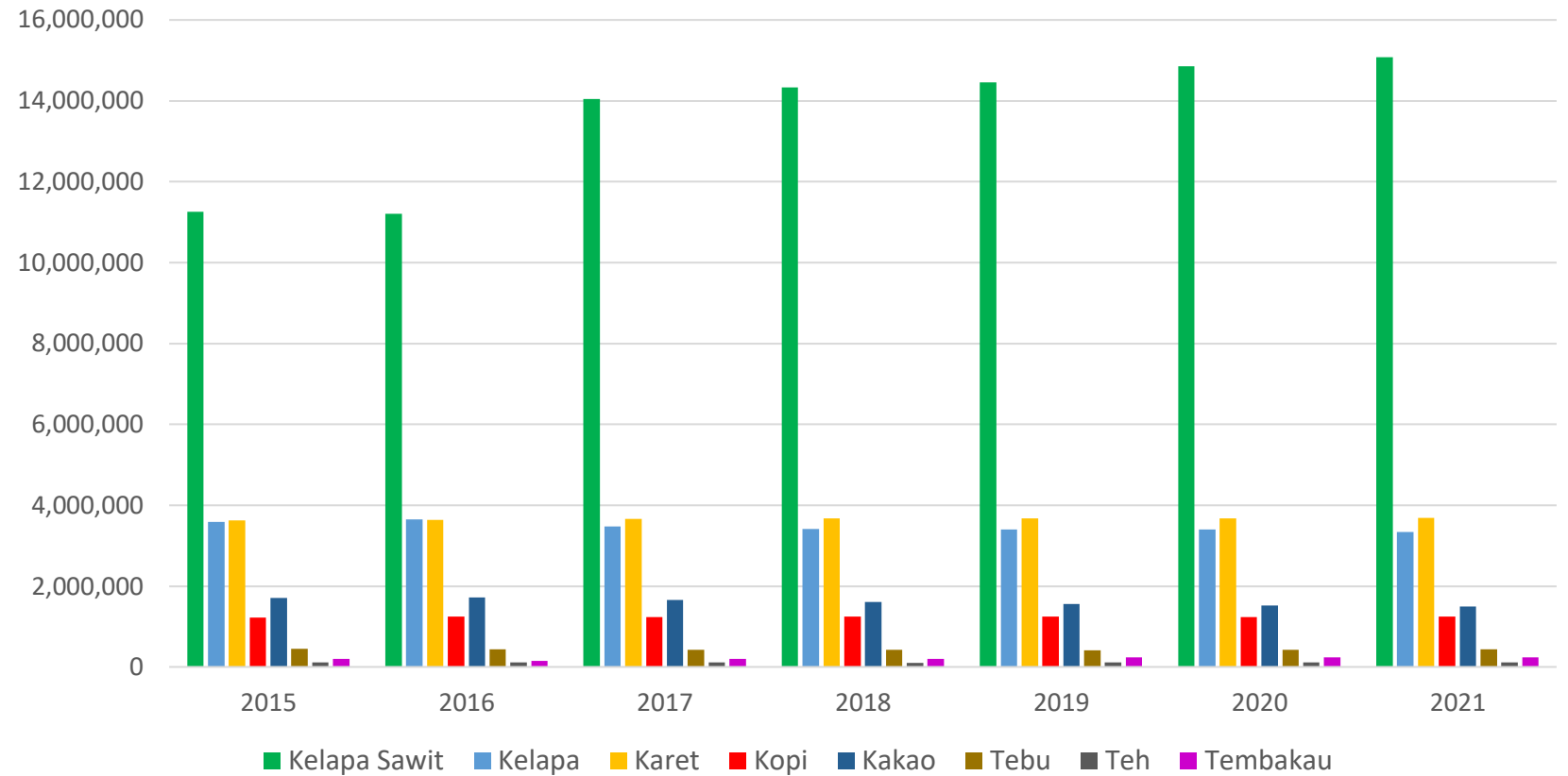
Penjualan Pupuk SAMF berdasarkan Komoditas

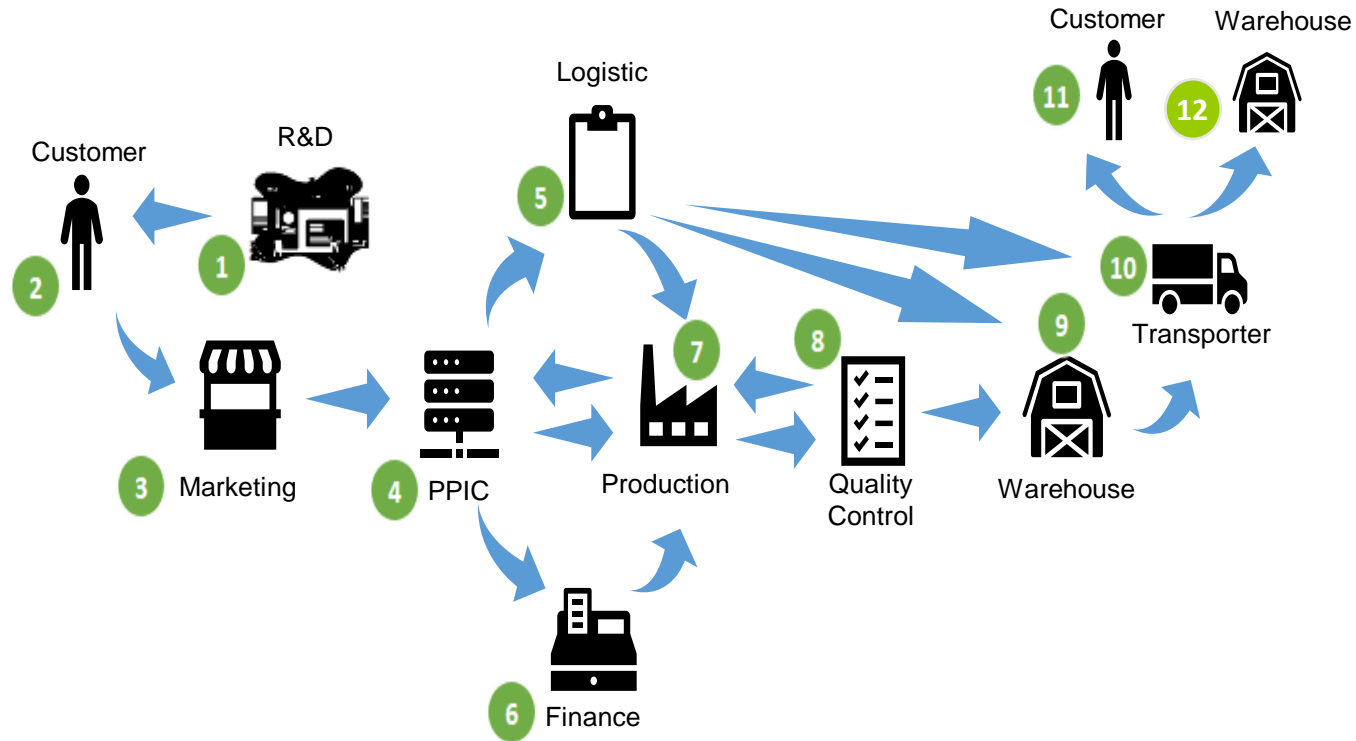
Penjualan:

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

LUASAN PERKEBUNAN	HEKTARE (ha)
Luasan Perkebunan	25.023.931
Luasan Tanaman Semusim	6.728.912
Luasan Tanaman Sawit	14.326.350
Laju Pertumbuhan Luasan Kebun Kelapa Sawit	2,3 - 2,7 %

Luasan Komoditas Lahan Perkebunan 2015-2021 (ha/tahun)





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.



- 1 Peningkatan Efisiensi
- 2 Penguatan Modal Usaha
- 3 Keamanan dan Jaminan Bahan Baku
- 4 Produk Kualitas Premium
- 5 Penguatan Riset
- 6 Jaringan Penjualan dan Produk Intensif

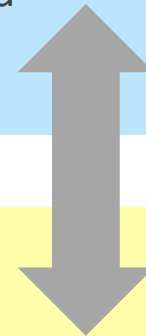
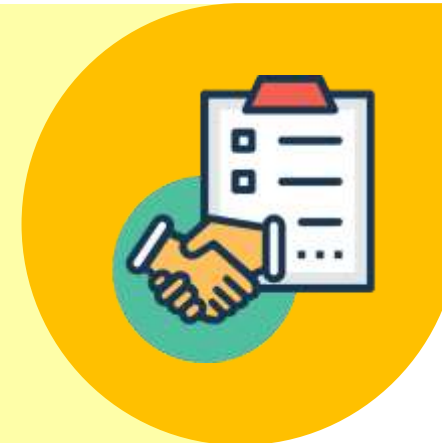
Penguatan Modal melalui Go Public :

- Pendanaan Modal Publik
- Pendanaan Instrumen lainnya

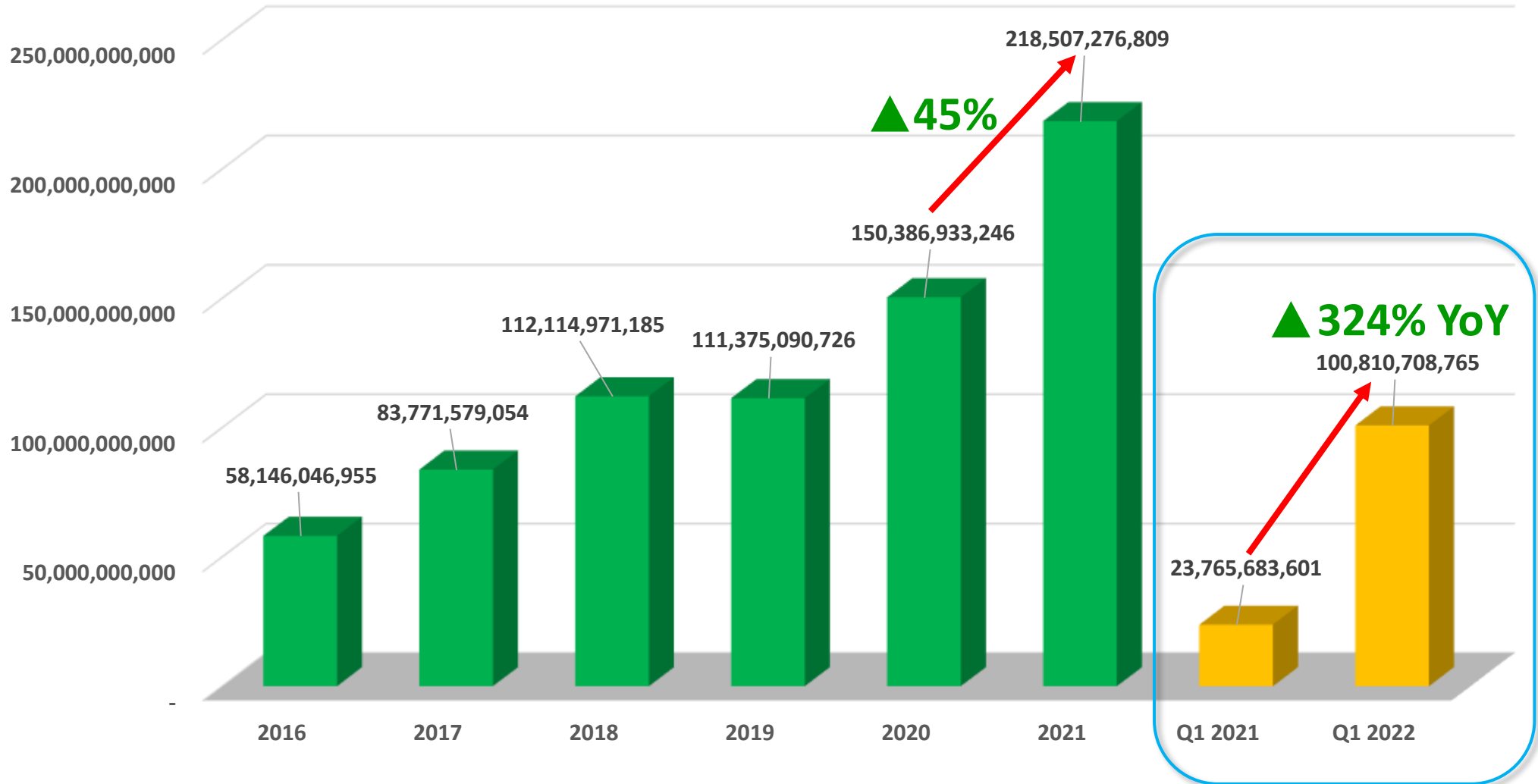


Penguatan Modal melalui Perbankan :

- Kredit Bank
- Pembiayaan Rantai Pasokan



Laba Sebelum Pajak 2016 - 2021 (audited)



Realisasi 2021 & Proyeksi 2022



Realisasi 2021	Target 2022	Proyeksi 2022	Realisasi Q1 2021	Realisasi Q1 2022
1.852	2.439	2.880	297	839
218	300	347	24	101

Note: The 'Proyeksi 2022' column is highlighted with a red dashed border. The Q1 2022 values are compared to Q1 2021 values with multipliers: 2,82x for Sales and 4,21x for Profit Before Tax.

Terima kasih



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