

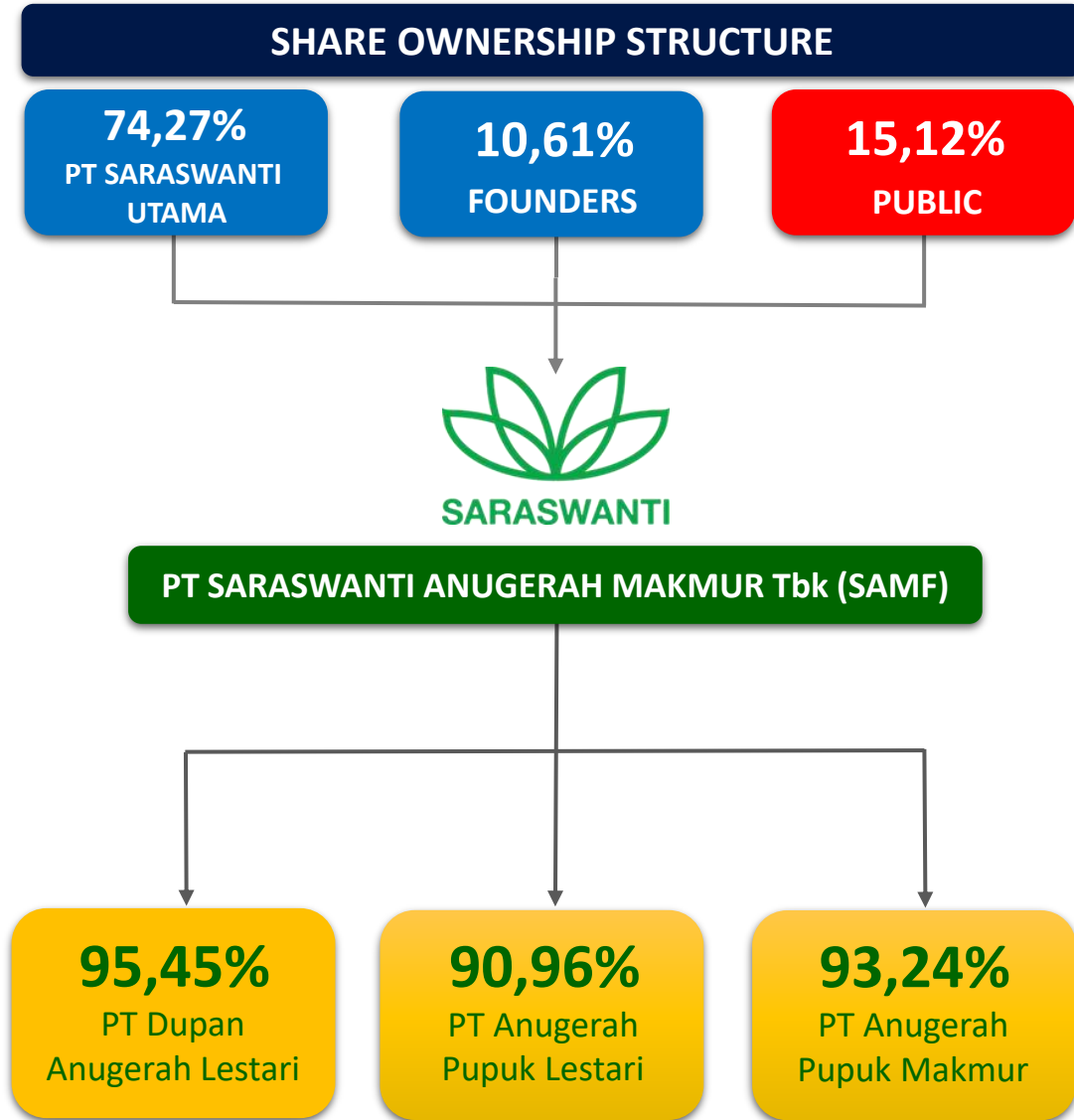


SARASWANTI

PT Saraswanti Anugerah Makmur
FERTILIZER SPECIALIST

PUBLIC EXPOSE
FULL YEAR 2024

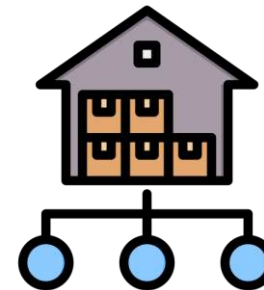
SAMF at a glance



- PT Saraswanti Anugerah Makmur Tbk ("SAM" atau "Perseroan") 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 palm oil plantations.



- The company has an extensive production and sales network: 5 factories in 3 cities & 11 marketing offices throughout Indonesia.

SAMF Factory Location



MEDAN FACTORY I



MEDAN FACTORY II



SAMPIT FACTORY



MOJOKERTO FACTORY I



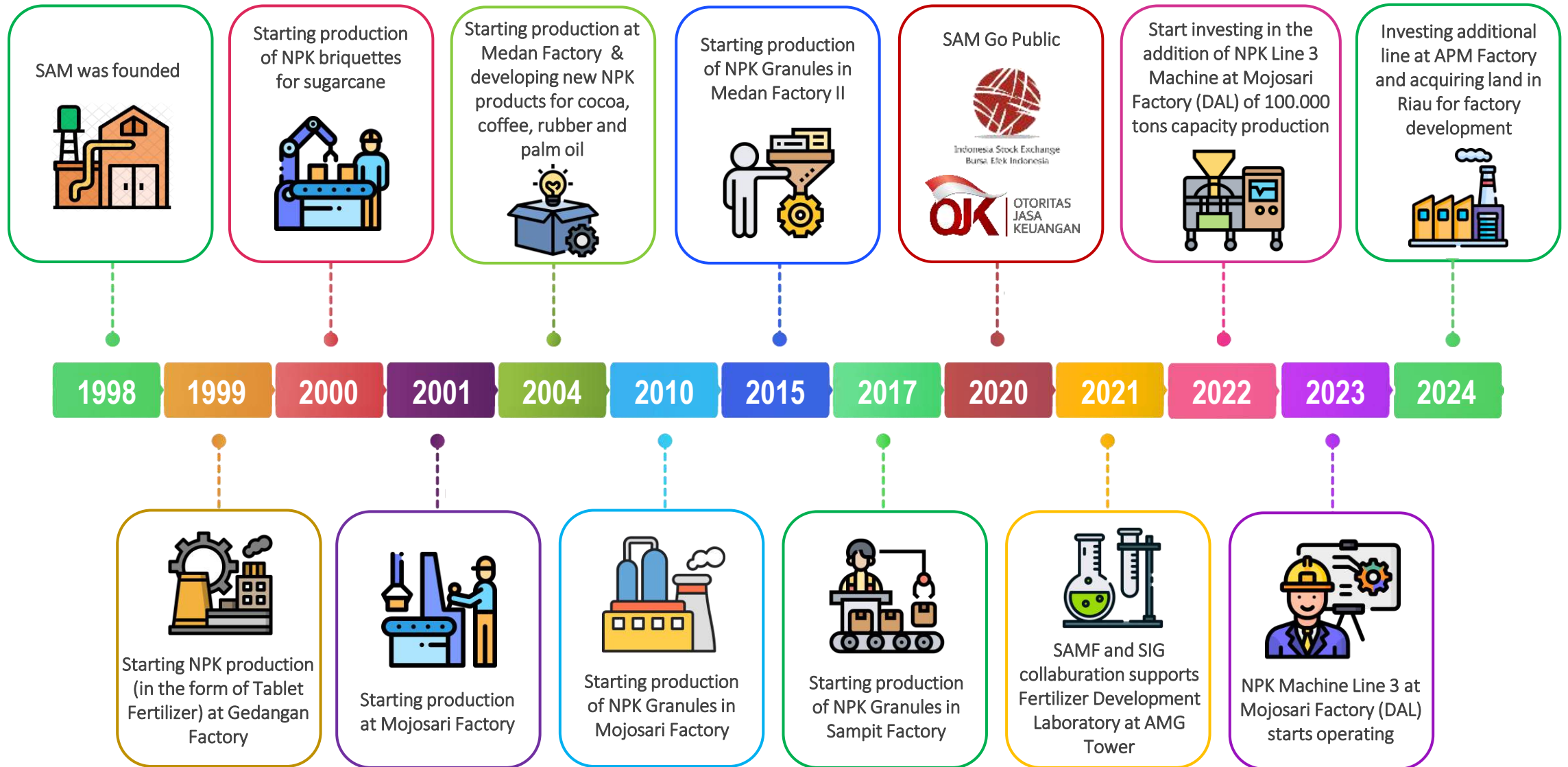
MOJOKERTO FACTORY II

SAMF Fertilizer Products

INDONESIAN COMPOUND FERTILIZER PHONIKA[®] PUPUK LENGKAP UNTUK ANEKA TANAMAN	INDONESIAN COMPOUND FERTILIZER PUPINDO[®] PUPUK LENGKAP UNTUK KELAPA SAWIT	PALMO[®] Palm Oil Fertilizer	INDONESIAN COMPOUND FERTILIZER FERTINDO[®] PUPUK LENGKAP UNTUK ANEKA TANAMAN
PLANTA PLUS Annual Crop Fertilizer	HALEI^{⊕®} Sugar Cane Fertilizer	PUKALET[®] Rubber Plant Fertilizer	MAKRO MIKRO Perennial Crop Fertilizer
CORNALET[®] Corn Fertilizer	KOKA[®] Coffee & Cocoa Fertilizer	PUPUK MAJEMUK LEPAS TERKENDALI DUPAN[®] PUPUK KHUSUS TANAMAN TAHUNAN	FERT - TEA[®] Tea Fertilizer

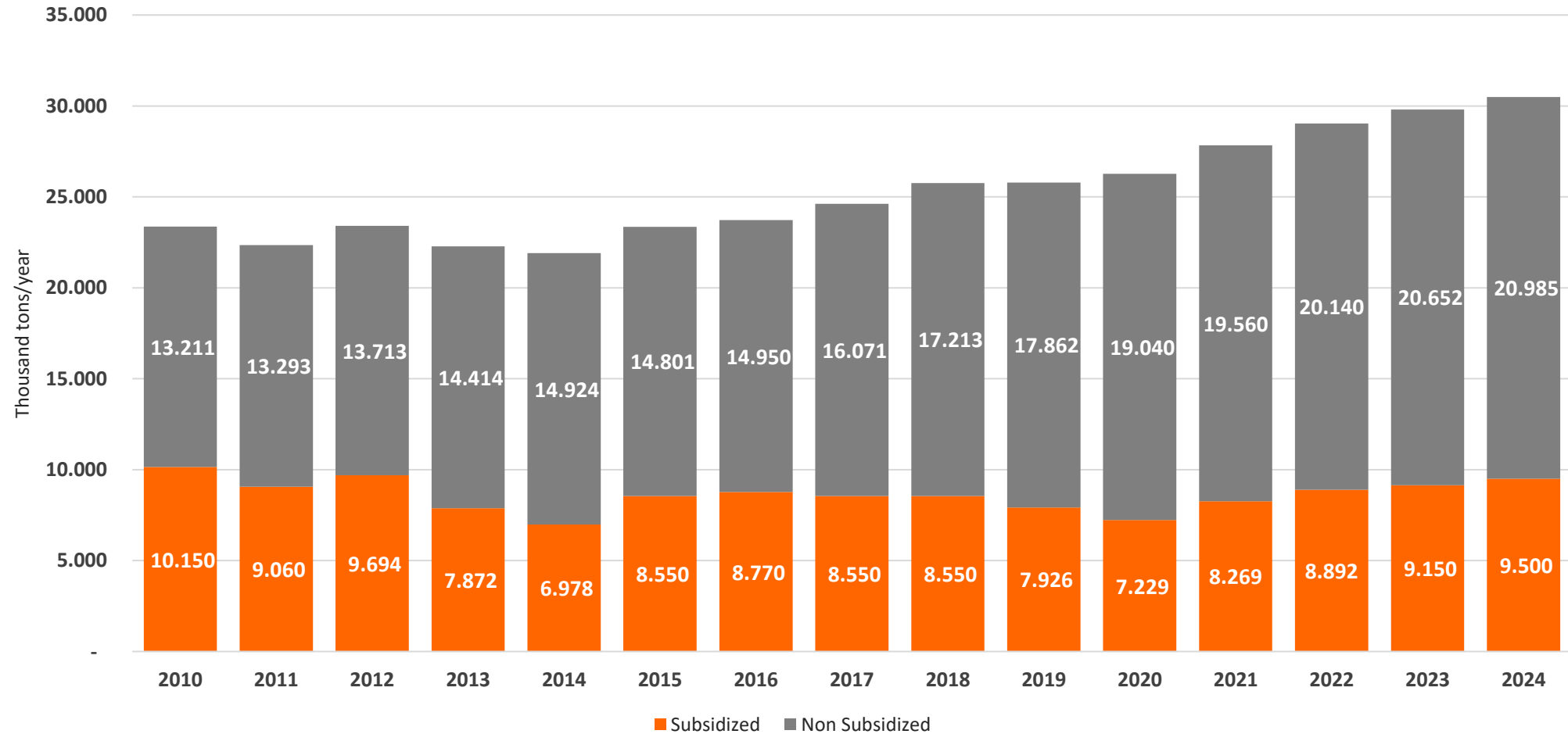


Milestone



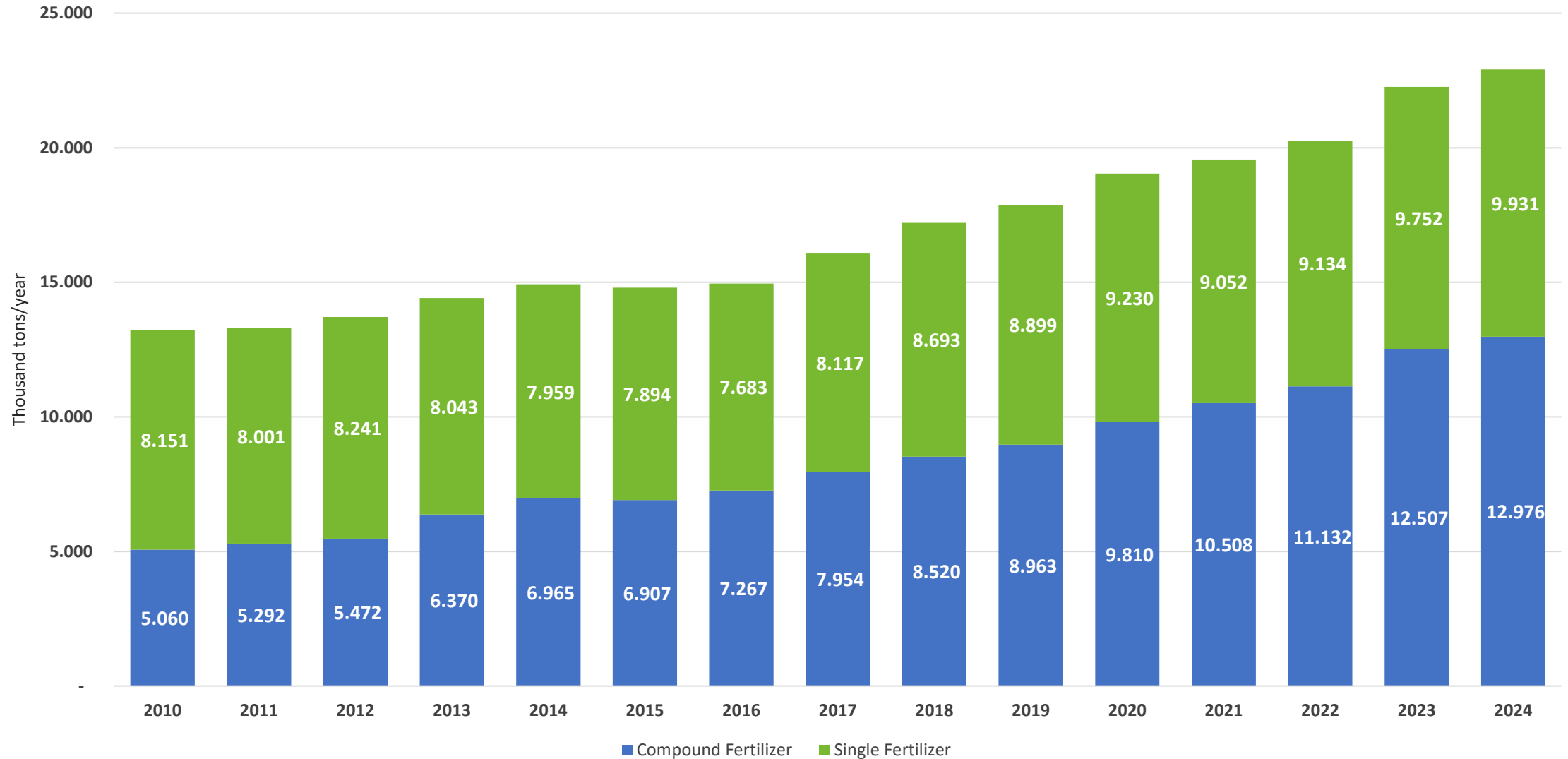
National Fertilizer Market Potential

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 Fertilizer Sales by Commodity

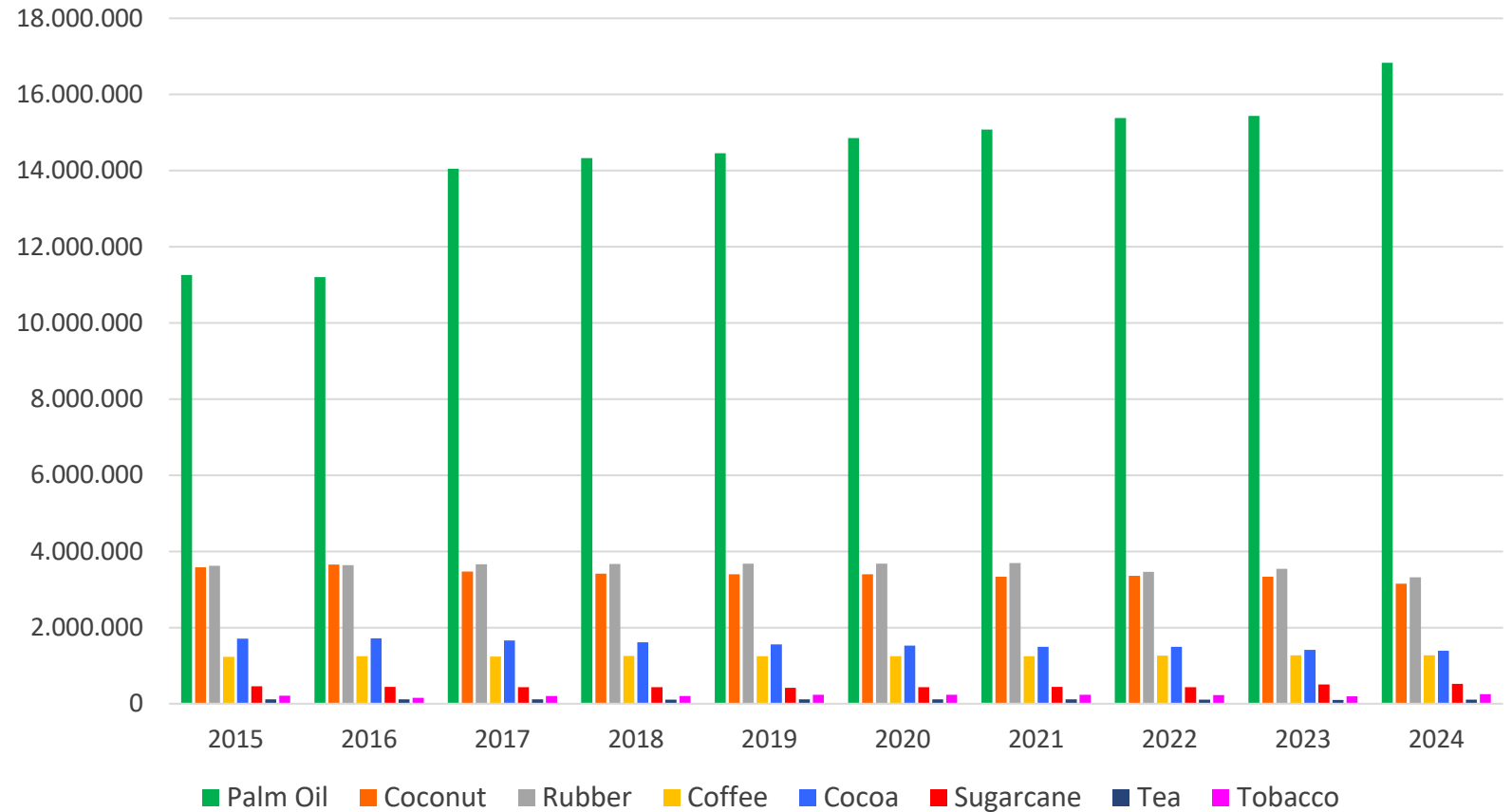


Sales :

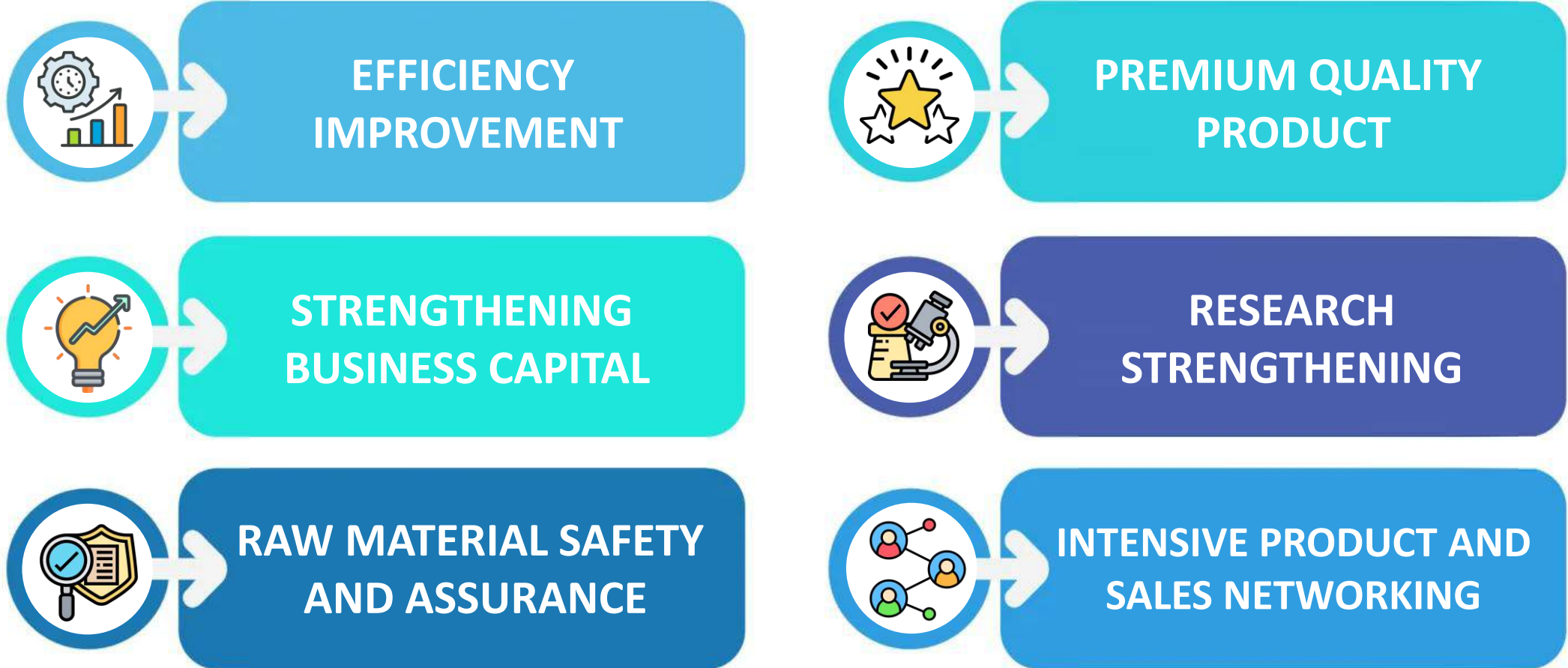
COMMODITY	PERSENTAGE (%)
1. PLANTATION	
a. Palm Oil	98
b. Others	1
2. ANNUAL PLANTS	< 1
Total 1 + 2	100

PLANTATION AREA	HECTARE (ha)
Plantation Area	26.837.021
Annual Plants Area	7.361.521
Palm Oil Plantation Area	16.833.985
Growth Rate of Palm Oil Plantation Area	8,6 – 9,0%

Plantation Community Land Area 2015-2024 (ha/year)



Profitable SAMF Strategy





Capital Strengthening through Go Public :

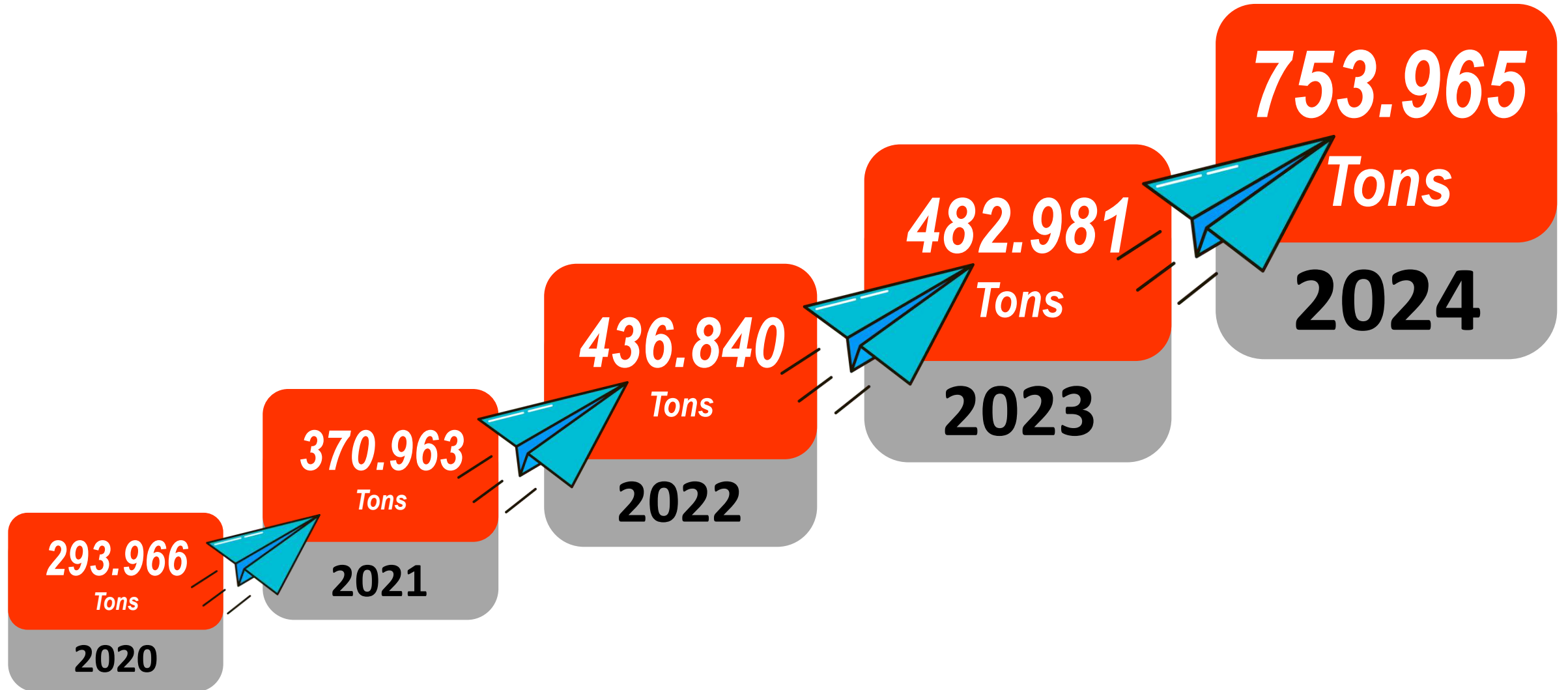
- Public Capital Funding
- Other Instrument Funding



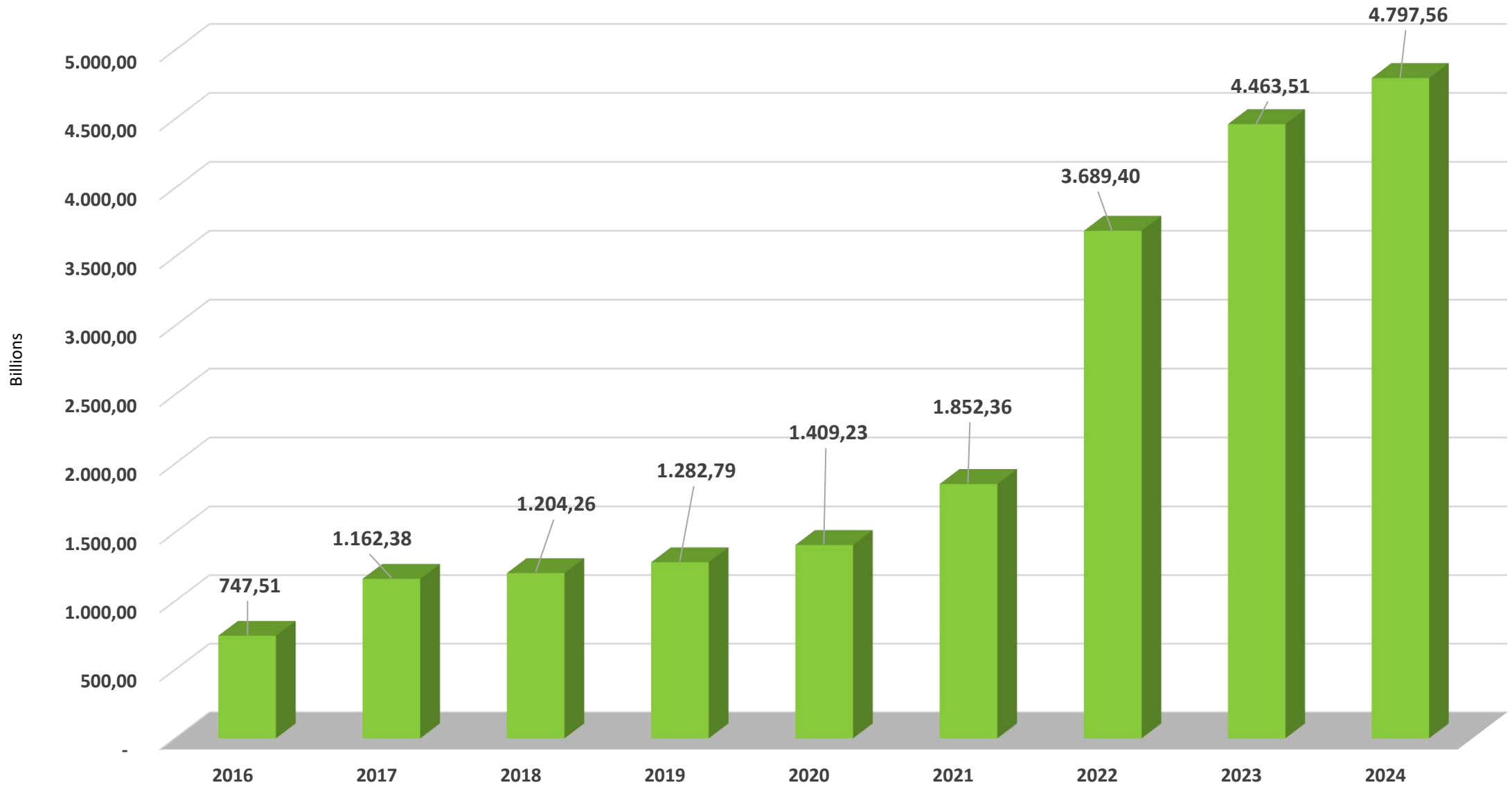
Capital Strengthening through Banking :

- Bank Credit
- Supply Chain Financing

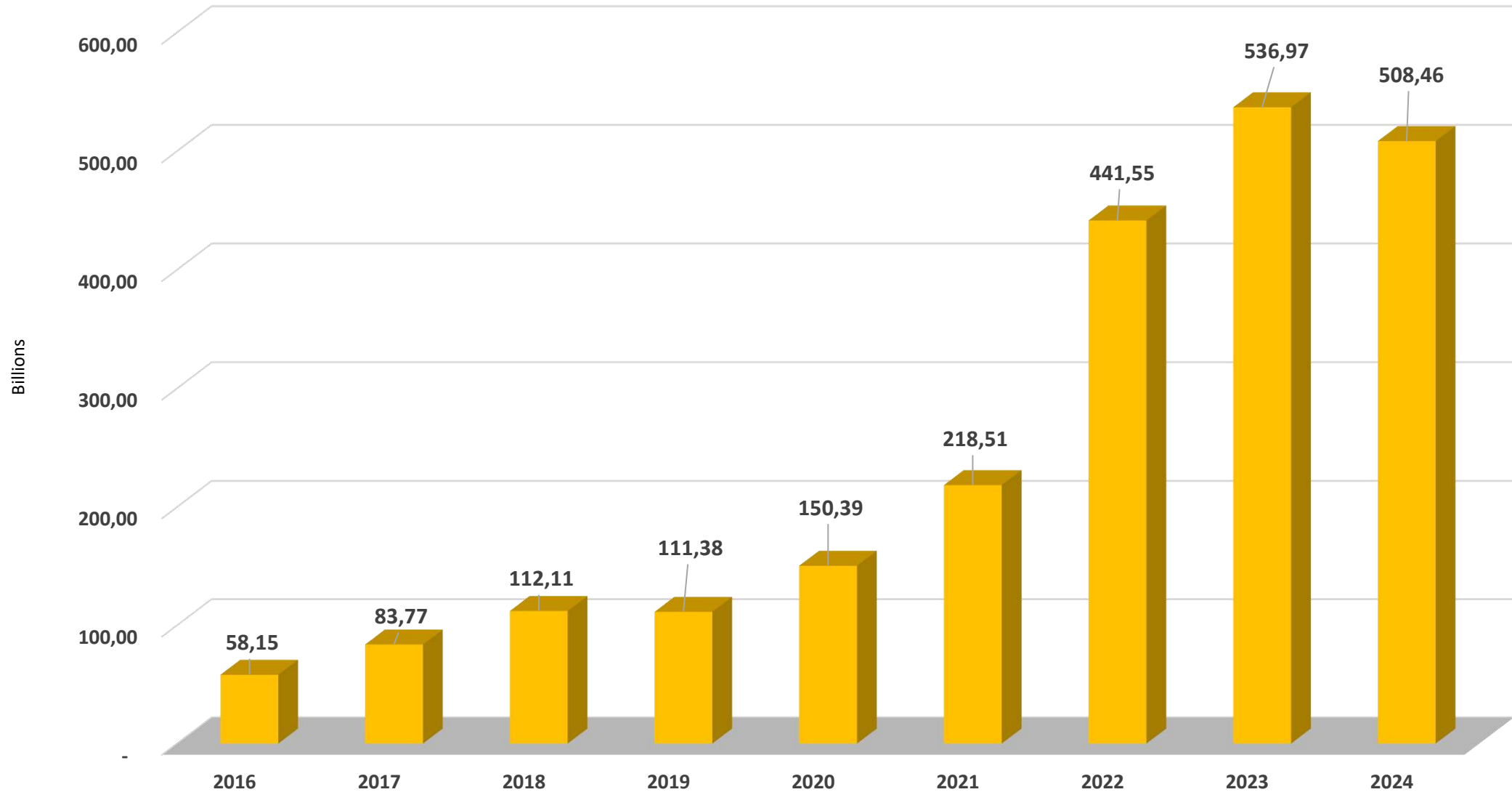
Sales Quantum 2020 - 2024 (audited, tons/year)



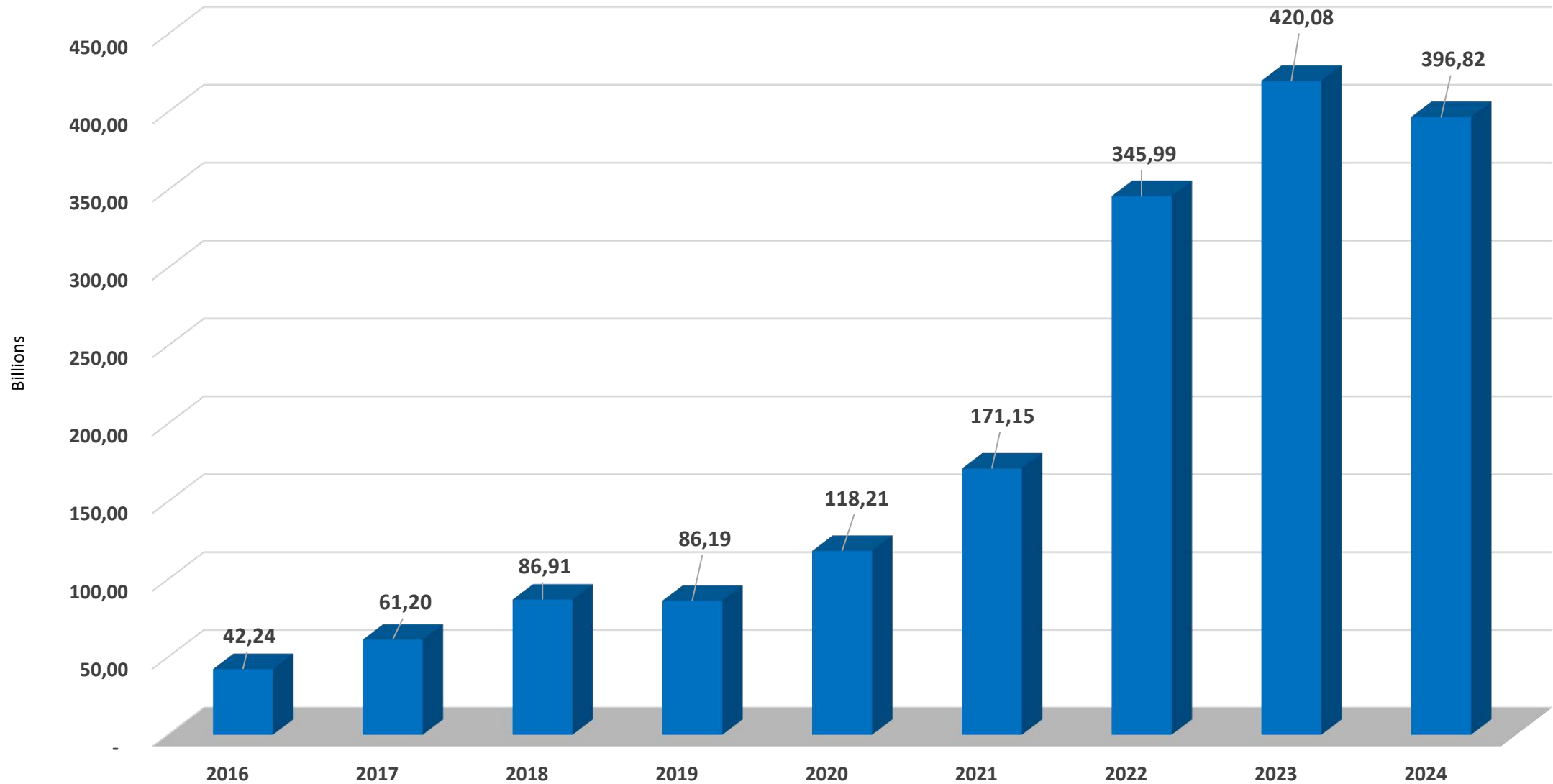
Sales 2016 - 2024 (audited, IDR billion)



Profit Before Tax 2016 - 2024 *(audited, IDR billion)*



Net Income 2016 - 2024 *(audited, IDR billion)*



Realization 2023 & 2024 *(audited)*

DESCRIPTION		2023 (IDR billion)	2024 (IDR billion)
	SALES	4.463	4.797
	EBITDA	644	624
	PROFIT BEFORE TAX	536	508
	NET INCOME	420	396

Projection 2025

DESCRIPTION	PROJECTION 2025 (IDR billion)	FY 2023 (IDR billion)	FY 2024 (IDR billion)
 SALES	5.141	4.463	4.797
 PROFIT BEFORE TAX	545	536	508
 NET INCOME	425	420	396



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Thank you

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