

Press Release
PT Saraswanti Anugerah Makmur Tbk
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2022, SAMF Pastikan Bahan Baku Terjamin
2022, SAMF Ensures Guaranteed Raw Materials



Ir. Yahya Taufik (Direktur Utama SAMF) menandatangani MoU di Surabaya
Ir. Yahya Taufik (President Director of SAMF) signs the MoU in Surabaya

PT Saraswanti Anugerah Makmur Tbk (SAMF) jamin ketersediaan bahan baku sepanjang 2022. Emiten Bursa Efek Indonesia (BEI) berkode SAMF ini telah menggandeng EuroChem untuk mengamankan pengadaan bahan baku pupuk.

“Kami baru saja menandatangani *memorandum of understanding* (MoU) dengan EuroChem untuk kontrak pengadaan bahan baku pupuk sebanyak 100.000 ton hingga akhir 2022,” ungkap Direktur Utama PT Saraswanti Anugerah Makmur Tbk, Ir. Yahya Taufik.

Kontrak tersebut mencakup untuk pengiriman (shipment) Juli dan Agustus 2022 sebanyak 50.000 ton. Lalu, untuk *shipment* Oktober dan November 2022 sebanyak 50.000 ton. “Sehingga sebagian besar kebutuhan bahan baku tahun ini sudah terpenuhi,” ujar Ir. Yahya Taufik.

Adapun kebutuhan bahan baku SAMF sampai dengan akhir tahun 2022 ini sebanyak 200.000 ton. Sisanya sebanyak 50.000 ton didatangkan dari Uzbekistan dan 50.000 ton dari Laos.

“Saat ini, pembayaran importasi bahan baku dari Eurochem memakai sistem tunai, berubah dari

PT Saraswanti Anugerah Makmur Tbk (SAMF) guarantees the availability of raw materials throughout 2022. The Indonesian Stock Exchange (IDX) issuer with the code name SAMF has collaborated with EuroChem to secure the procurement of raw materials for fertilizers.

“We have just signed a memorandum of understanding (MoU) with EuroChem for a contract to procure 100,000 tons of raw materials for fertilizer until the end of 2022,” said the President Director of PT Saraswanti Anugerah Makmur Tbk, Ir. Yahya Taufik.

The contract covers the delivery of 50,000 tons in July and August 2022. Then, for shipments in October and November 2022 as much as 50,000 tons. “So most of the raw material needs this year have been met,” said Ir. Yahya Taufik.

As for the raw material needs of SAMF until the end of 2022, it is as much as 200,000 tons. The remaining 50,000 tons were imported from Uzbekistan and 50,000 tons from Laos.

“Currently, payment for importing raw materials from Eurochem uses a cash system, changing

semula yang menggunakan *letter of credit (L/C)*," tutur Ir. Yahya Taufik.

Sekalipun demikian, SAMF tidak menemui kendala mengingat dibantu juga oleh PT Bank Mandiri Tbk. "Kami didukung oleh Bank Mandiri untuk kebutuhan pembayaran yang menggunakan mata uang dolar AS. Kami optimistis tidak menghadapi kendala hingga akhir 2022," kata Ir. Yahya Taufik.

Sementara itu, untuk pasokan bahan baku 2023, SAMF sudah menjajaki kembali pembicaraan dengan Eurochem untuk menyediakan 200.000 ton, selebihnya diimport dari Jordan, Uzbekistan dan Laos.

"Harga bahan baku mengikuti pasar, saat ini bila dibandingkan dengan awal 2021 harga sudah naik sekitar 100%," tambah Ir. Yahya Taufik.

Sepanjang semester pertama 2022, SAMF mengantongi penjualan Rp1,45 triliun, melejit 103% dibandingkan periode sama 2021 yang sebesar Rp711,88 miliar.

Karena itu, manajemen SAMF merevisi target penjualan tahun 2022. "Kami melakukan peningkatan proyeksi penjualan tahun 2022, awalnya Rp2,4 triliun menjadi Rp2,88 triliun," tutup Ir. Yahya Taufik.

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from the original one using a letter of credit (L/C)," said Ir. Yahya Taufik.

Even so, SAMF did not encounter any problems considering that it was also assisted by PT Bank Mandiri Tbk. "We are supported by Bank Mandiri for payment needs using US dollars. We are optimistic that we will not face any problems until the end of 2022," said Ir. Yahya Taufik.

Meanwhile, for the supply of raw materials in 2023, SAMF has resumed talks with Eurochem to provide 200,000 tons, the rest being imported from Jordan, Uzbekistan, and Laos.

"The price of raw materials follows the market, currently when compared to early 2021 the price has increased by around 100%," added Ir. Yahya Taufik.

During the first semester of 2022, SAMF gained sales of Rp1.45 trillion, a 103% increase compared to the same period in 2021 which amounted to Rp711.88 billion.

Therefore, the management of SAMF revised the sales target for 2022. "We have increased our sales projection for 2022, initially from Rp. 2.4 trillion to Rp. 2.88 trillion," concluded Ir. Yahya Taufik.

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