



SARASWANTI

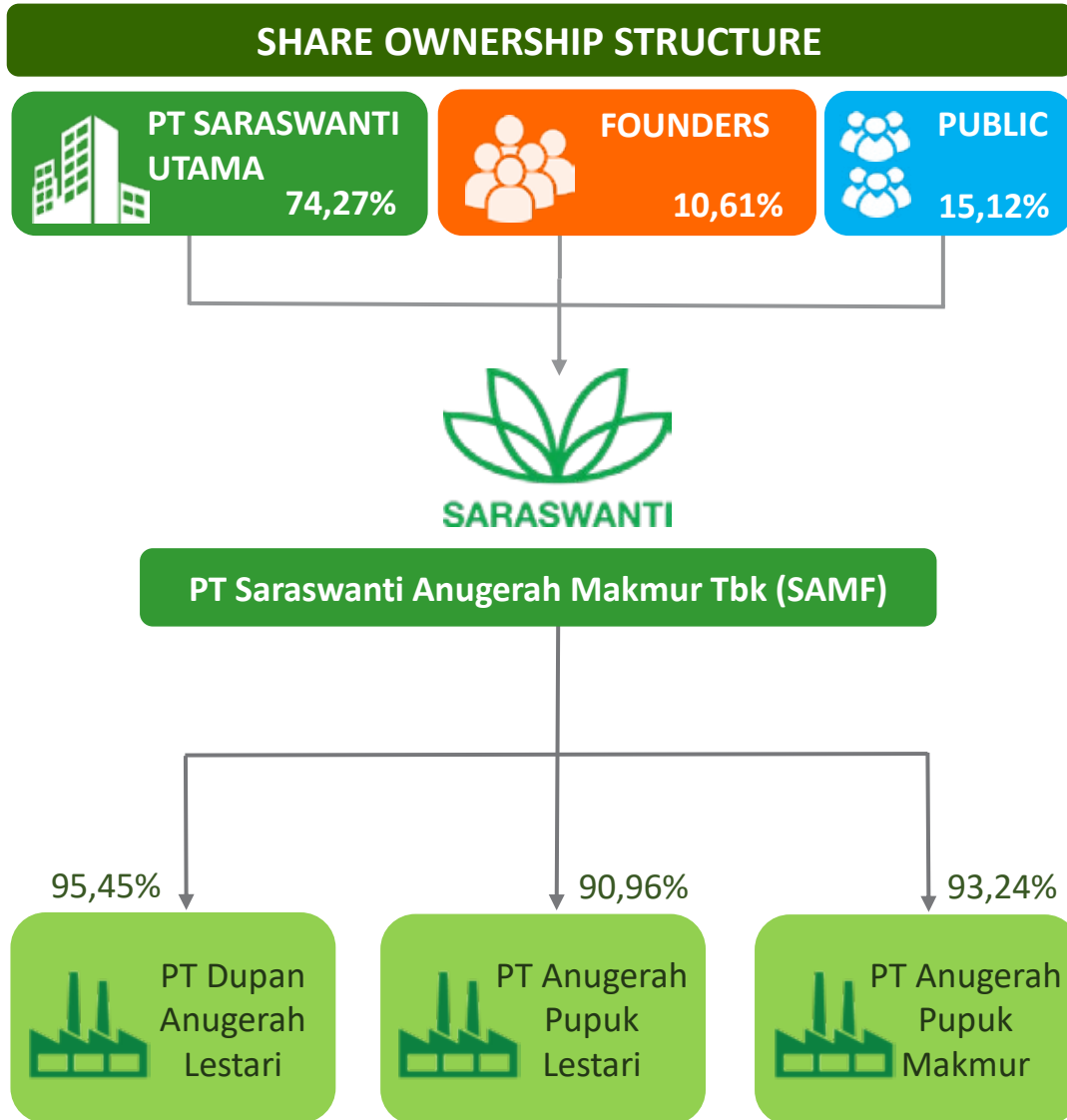
PT Saraswanti Anugerah Makmur
FERTILIZER SPECIALIST

PUBLIC EXPOSE

2024

AMG Tower - Surabaya
June 24, 2024

SAMF at a glance

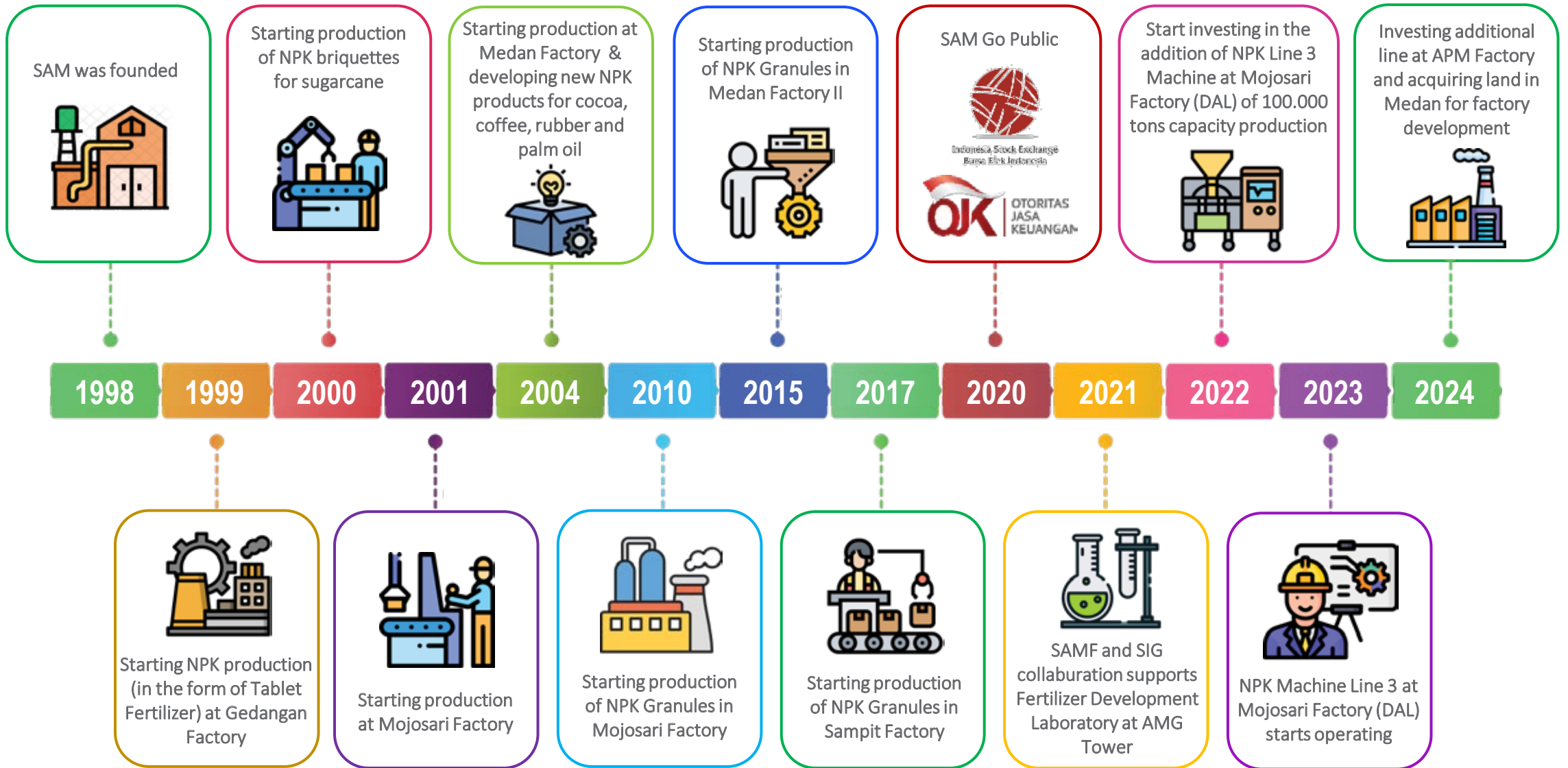


- ▶ **PT Saraswanti Anugerah Makmur Tbk (“SAM” or the “Company”)** was established in Sidoarjo in 1998. The Company’s core business is to manufacture and market a premium NPK fertilizer products.
- ▶ Currently the company focuses on non-subsidized fertilizer products with the main target being oil palm plantations.
- ▶ The company has an extensive production and sales network: 5 factories in 3 cities & 11 marketing offices throughout Indonesia.

THE FACTORY LOCATION OF SARASWANTI ANUGERAH MAKMUR

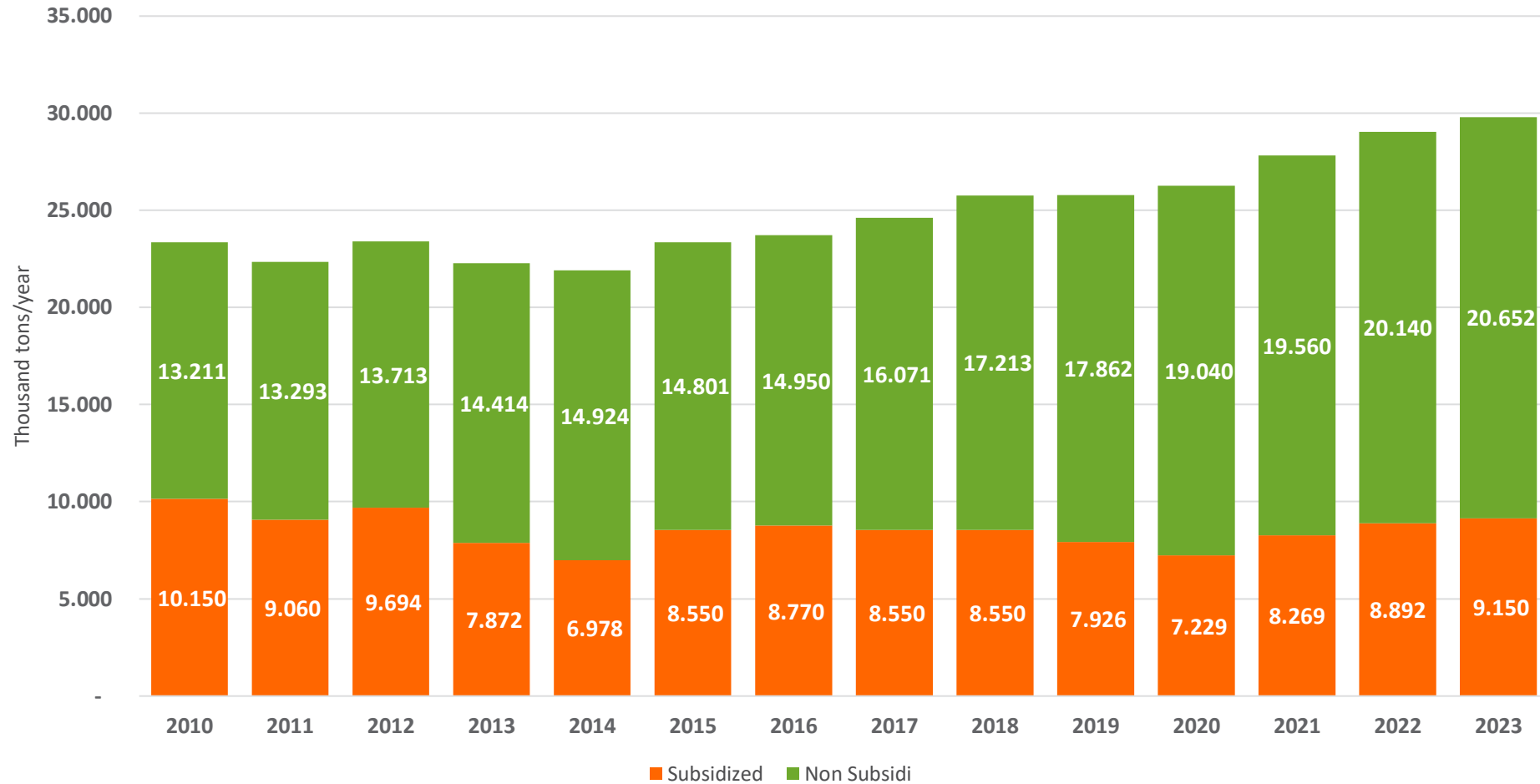


Milestone



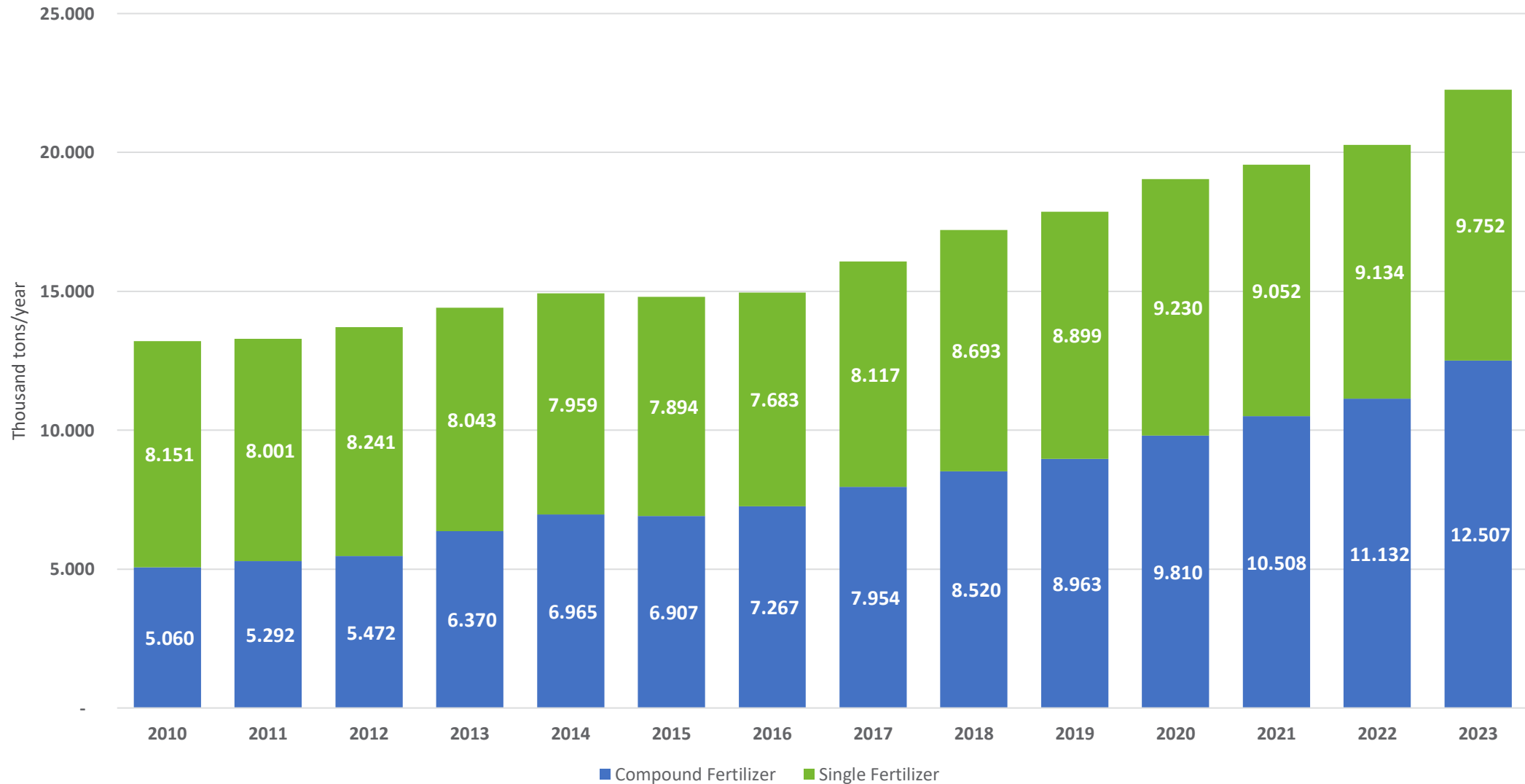
National Fertilizer Market Potential

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

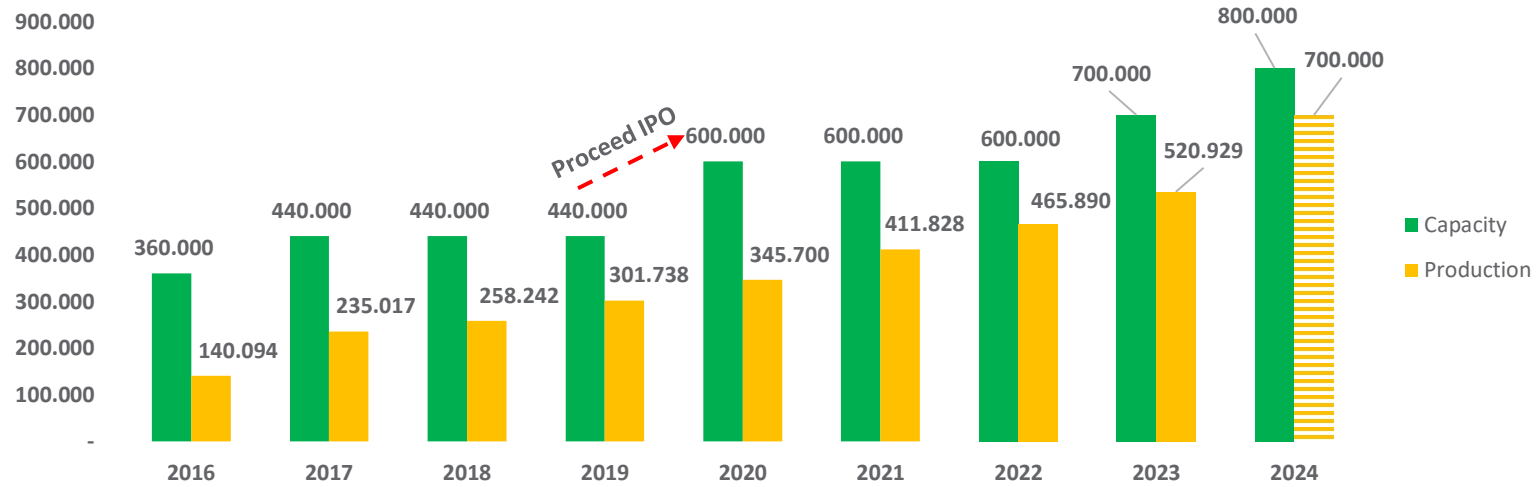
Non-Subsidized National Fertilizer Market Potential



SAMF Production Capacity



Capacity vs Production (tons)



1

MOJOKERTO FACTORY I



Capacity : 100.000 tons

2

MOJOKERTO FACTORY II



Capacity : 200.000 tons

3

MEDAN FACTORY I



Capacity : 80.000 tons

4

MEDAN FACTORY II



Capacity : 160.000 tons

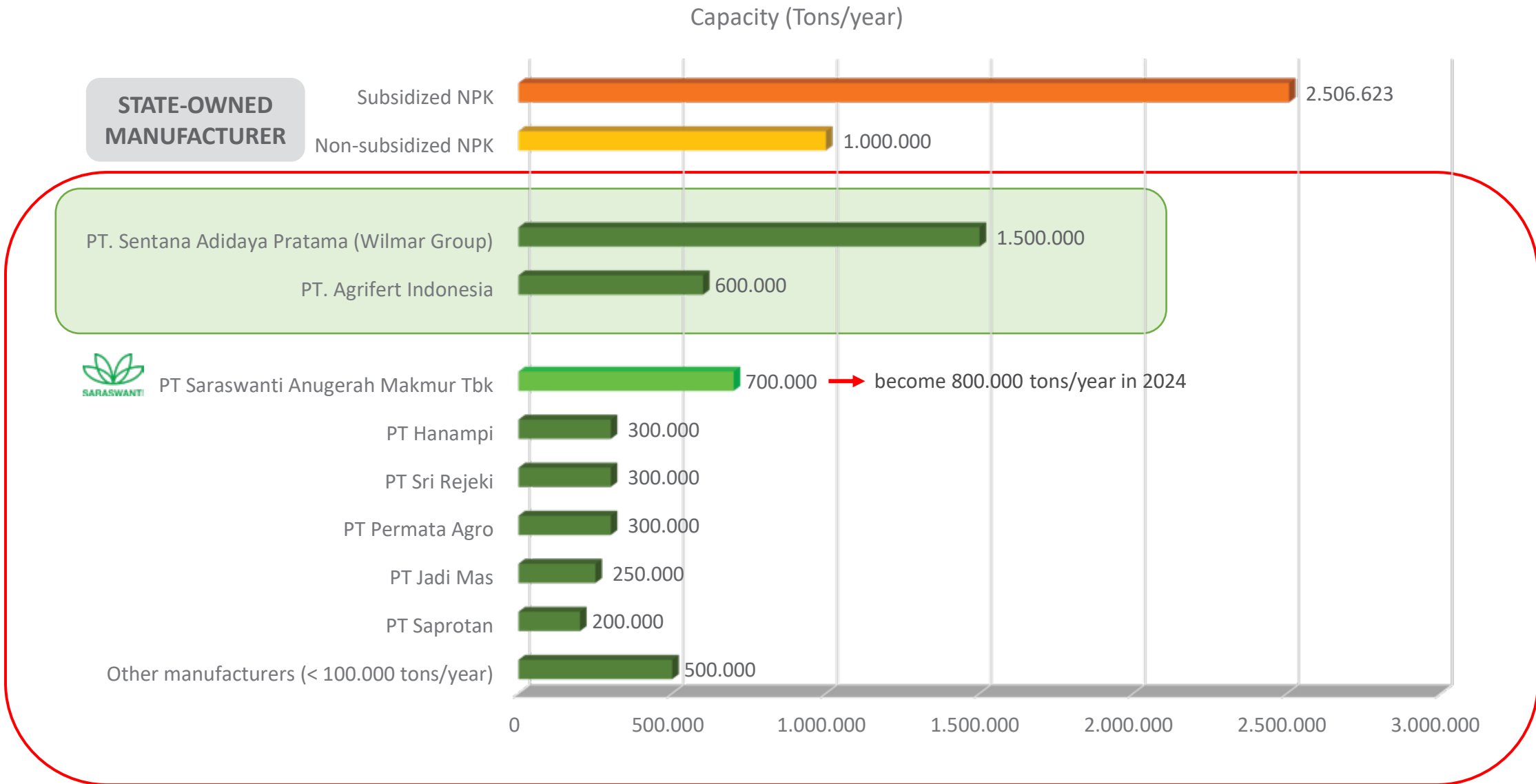
5

SAMPIT FACTORY



Capacity : 260.000 tons

SAMF Capacity Position against National NPK Producers



SAMF Fertilizer Sales by Commodity

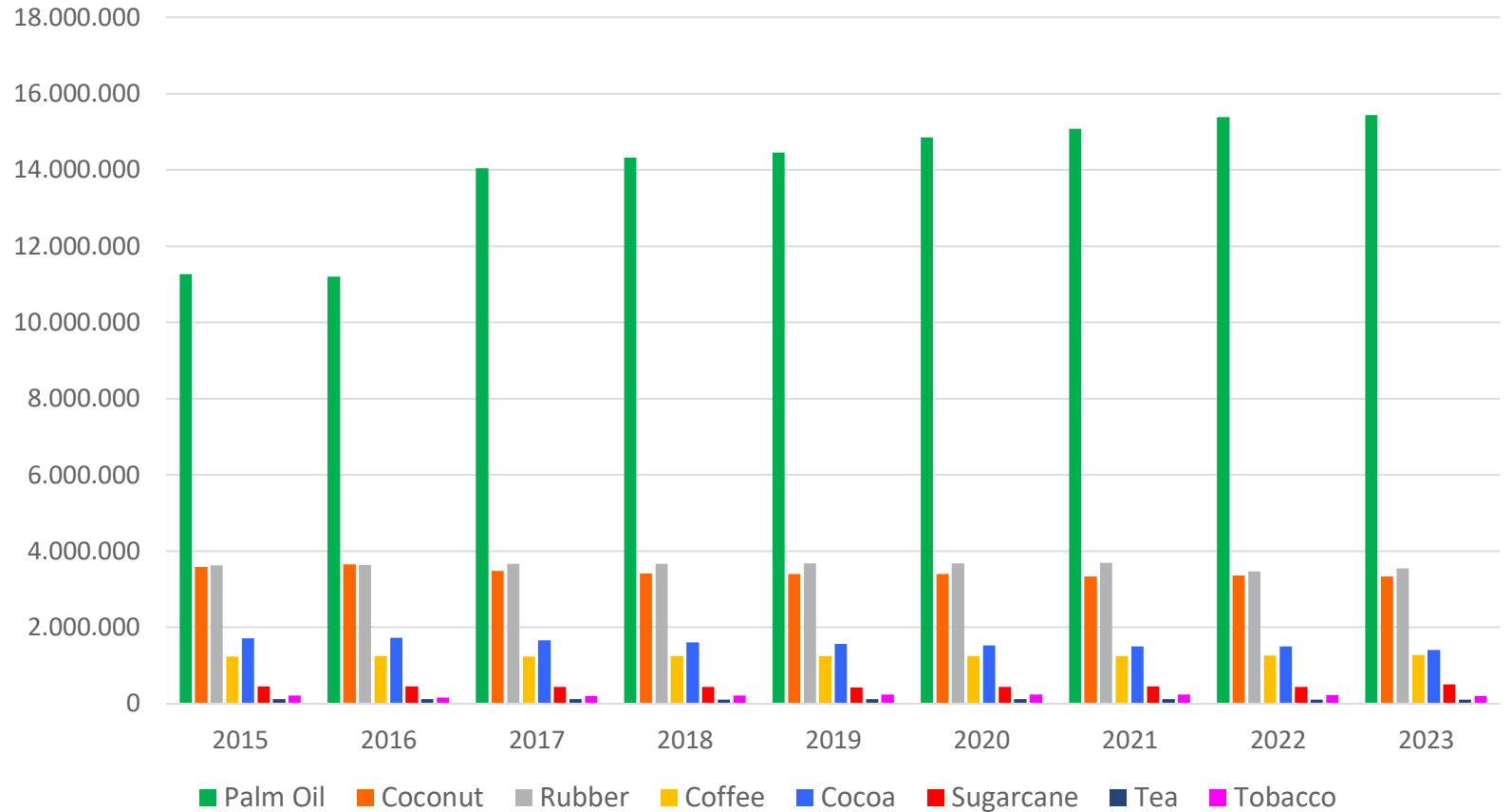


Sales :

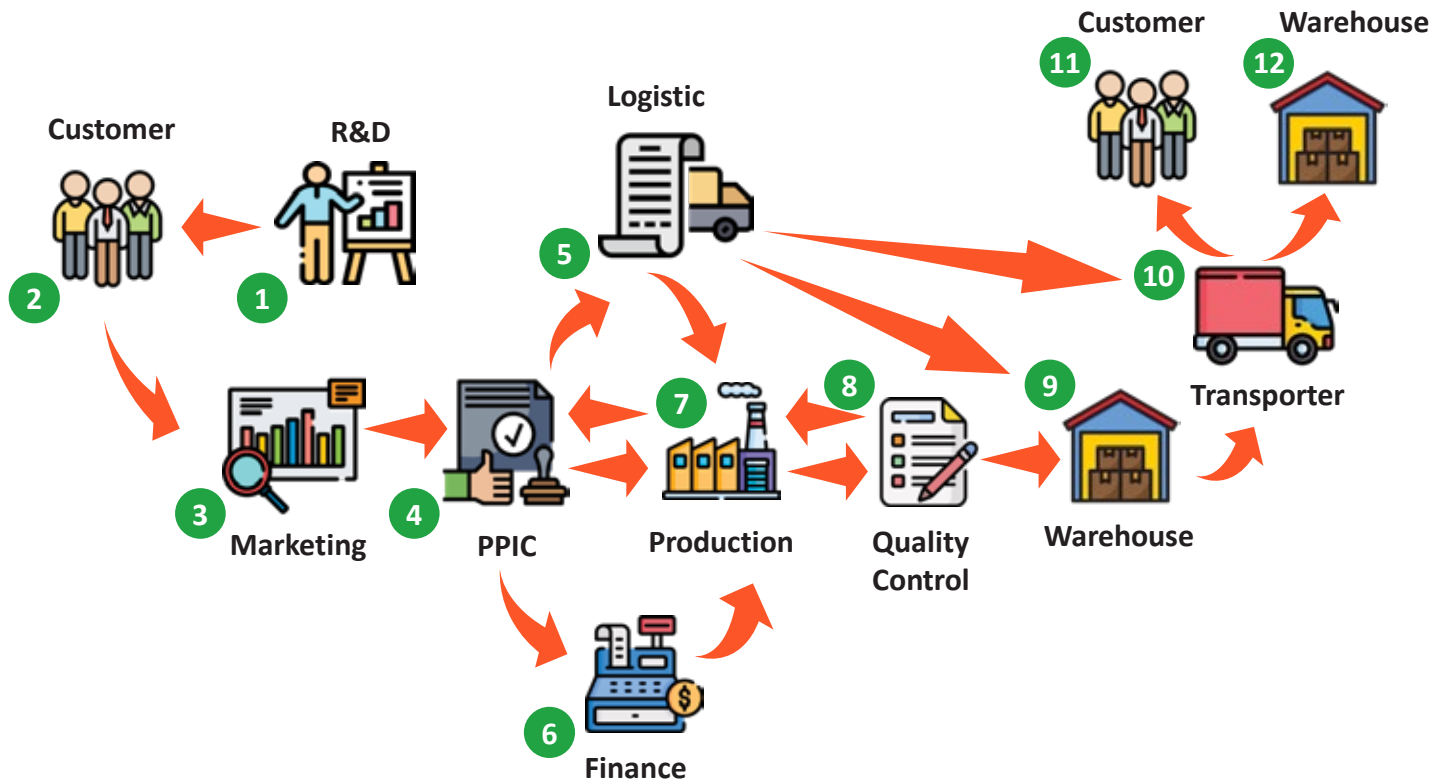
COMMODITY	PERCENTAGE (%)
1. PLANTATION	
a. Palm Oil	97
b. Others	2
2. ANNUAL PLANTS	≤ 1
Total 1 + 2	100

PLANTATION AREA	HECTARE (ha)
Plantation Area	25.789.700
Annual Plants Area	6.842.952
Oil Palm Plantation Area	15.435.700
Growth Rate of Oil Palm Plantation Area	2,4 - 2,8%

Plantation Community Land Area 2015-2023 (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.

Profitable SAMF Strategy





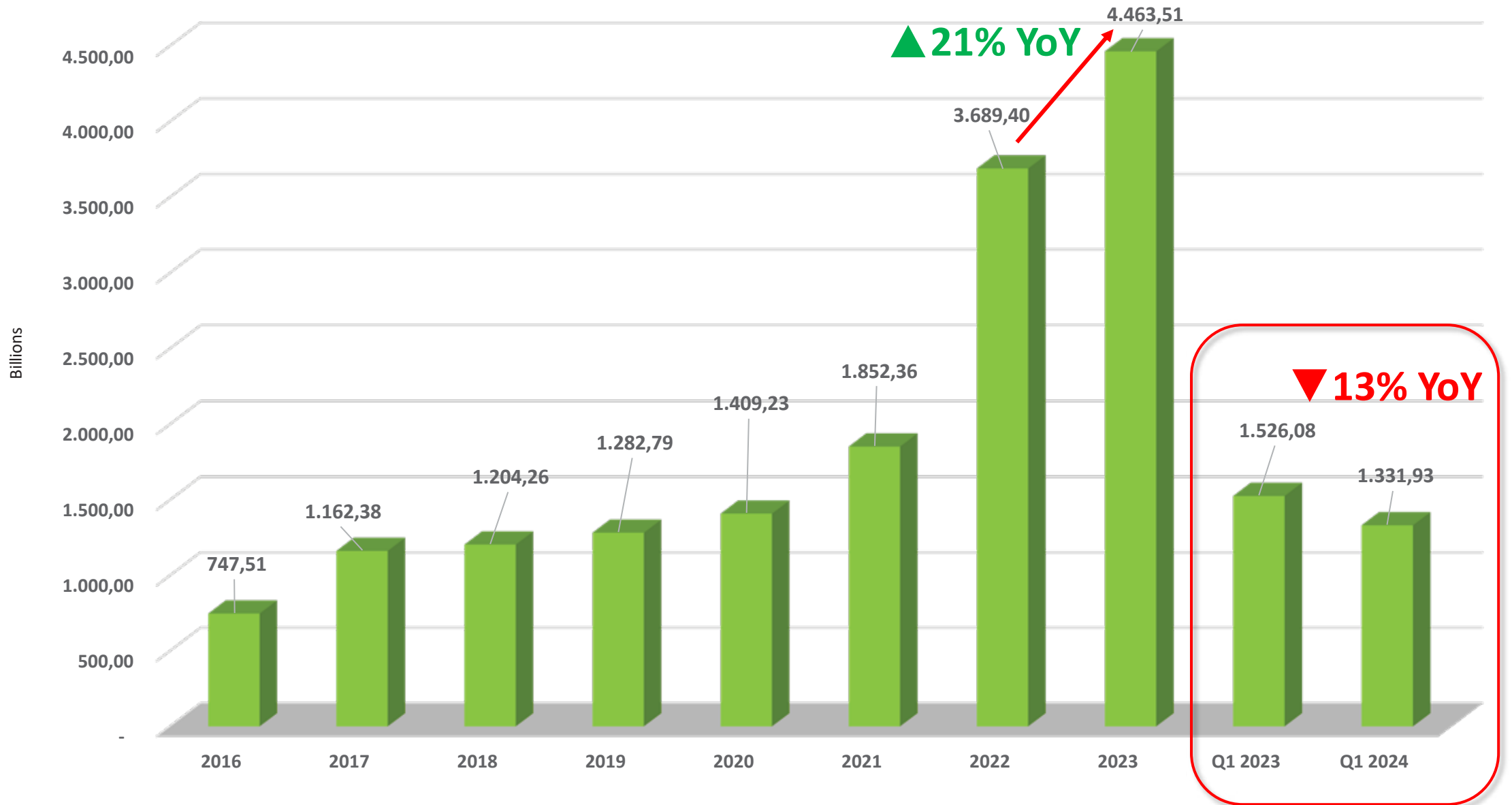
Capital Strengthening through Go Public :

- Public Capital Funding
- Other Instrument Funding

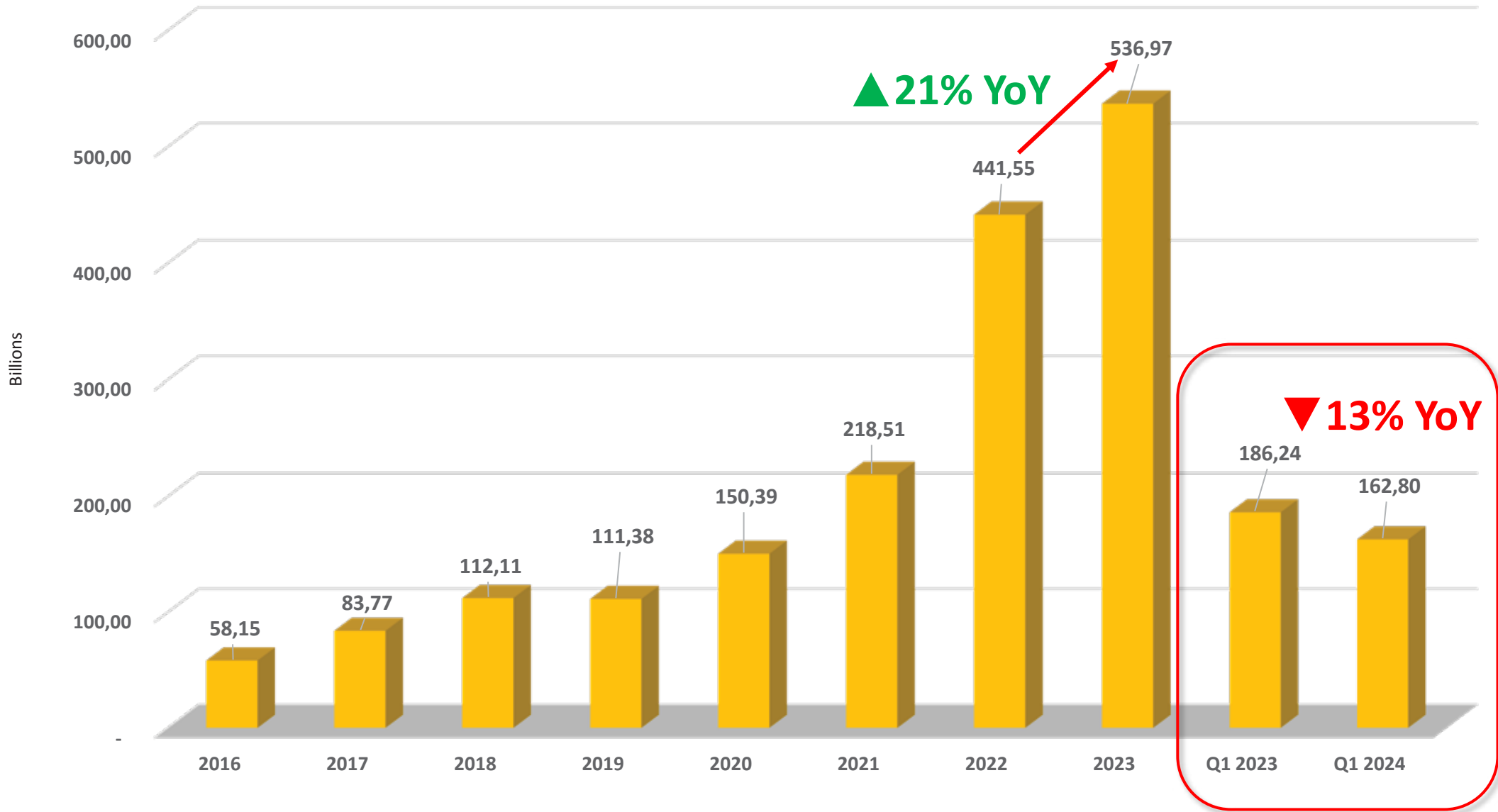
Capital Strengthening through Banking :

- Bank Credit
- Supply Chain Financing

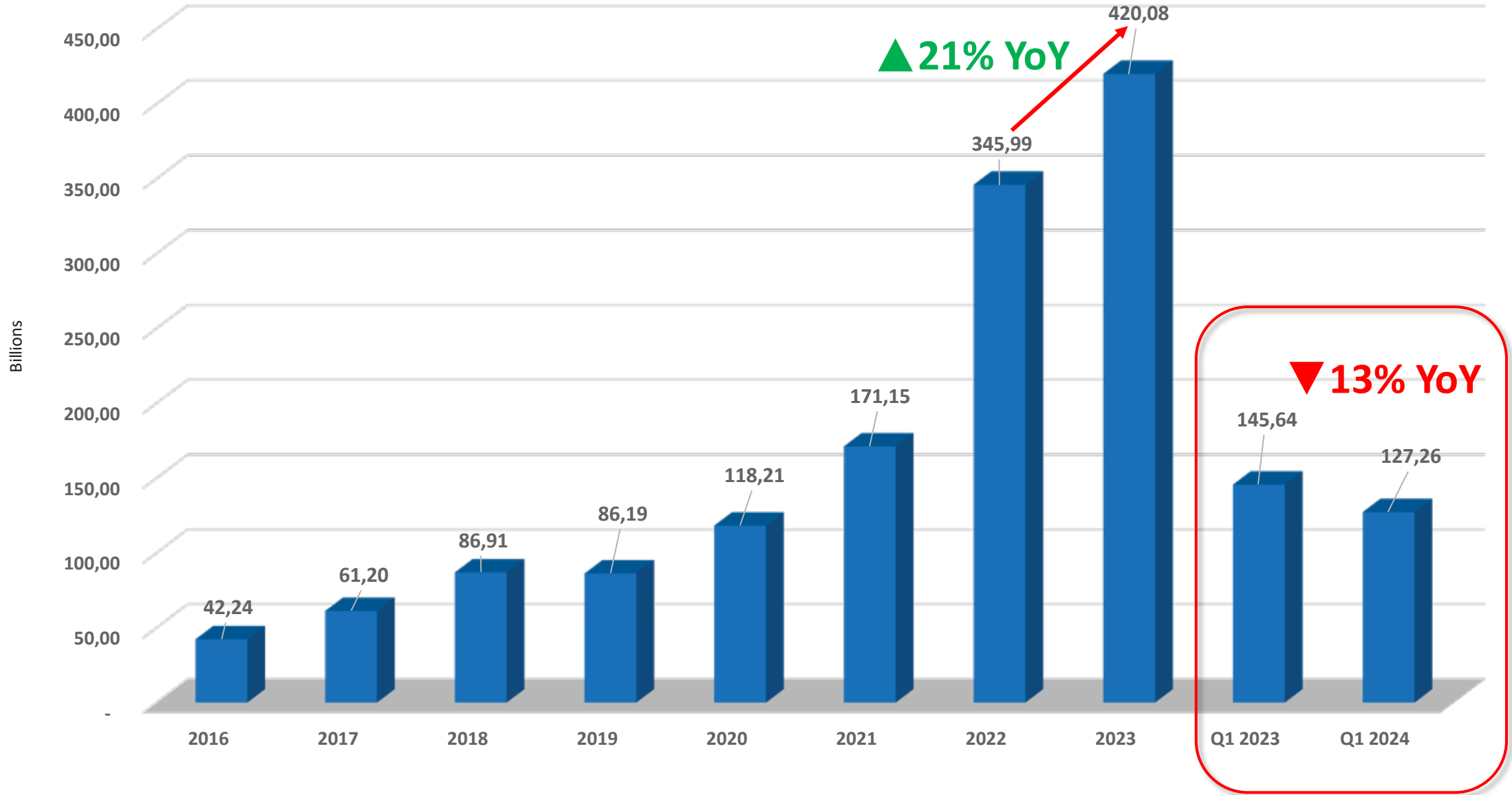
Sales 2016 - 2023 (audited, IDR billion)











Profit Before Tax 2016 - 2023 (audited, IDR billion)



Net Income 2016 - 2023 (audited, IDR billion)









Realization 2022 & 2023 *(audited)*

DESCRIPTION	2022 (IDR billion)		2023 (IDR billion)
 SALES	3.689	 1,21x	4.463
 EBITDA	534	 1,20x	644
 PROFIT BEFORE TAX	441	 1,21x	536
 NET INCOME	346	 1,21x	420

Projection 2024



DESCRIPTION	PROJECTION 2024 (IDR billion)	Q1 2023 (IDR billion)		Q1 2024 (IDR billion)
 SALES	4.800	1.526	 0,87x	1.331
 PROFIT BEFORE TAX	608	186	 0,87x	163
 NET INCOME	472	145	 0,87x	127

(IDR billion)

DIVISION	INVEST	LOCATION	TOTAL
PT SAM	Land Purchase	Sumatera Utara	70,00
	Marketing Office Construction	Sampit	5,00
		Pontianak	5,00
	Office Land Purchase	Riau	2,00
	Marketing Office Construction	Riau	5,00
	R&D Center	Mojosari	12,10
	SAMF Office Expansion	Surabaya	25,11
	Addition of Briquette Machine	Mempawah	10,00
PT APM	Addition of Line 3	Sampit	153,36
			287,57



SARASWANTI

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FERTILIZER SPECIALIST



Thank you

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