

COMPANY PRESENTATION

PT ASIA SEJAHTERA MINA TBK

APRIL 2024

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I PT ASIA SEJAHTERA MINA TBK PROFILE

II BUSINESS POTENTIAL & PLAN

III OPERATIONAL & FINANCIAL PERFORMANCE



AsiaMina

PT ASIA SEJAHTERA MINA TBK

About The Company

Visi:

To become the largest and most trusted exporter of seaweed, fishery products and their derivatives in the world.

Misi:

1. Providing the highest quality seaweed, good service, prompt delivery and continuous supply;
2. Dedicate the use of technology to process seaweed;
3. Committed to developing and using environmentally friendly materials;
4. Committed to developing seaweed farming methods that can increase the productivity of seaweed farming;
5. Dedicated to developing environmentally friendly materials from seaweed;
6. Dedicated to developing energy derived from natural resources.

2008

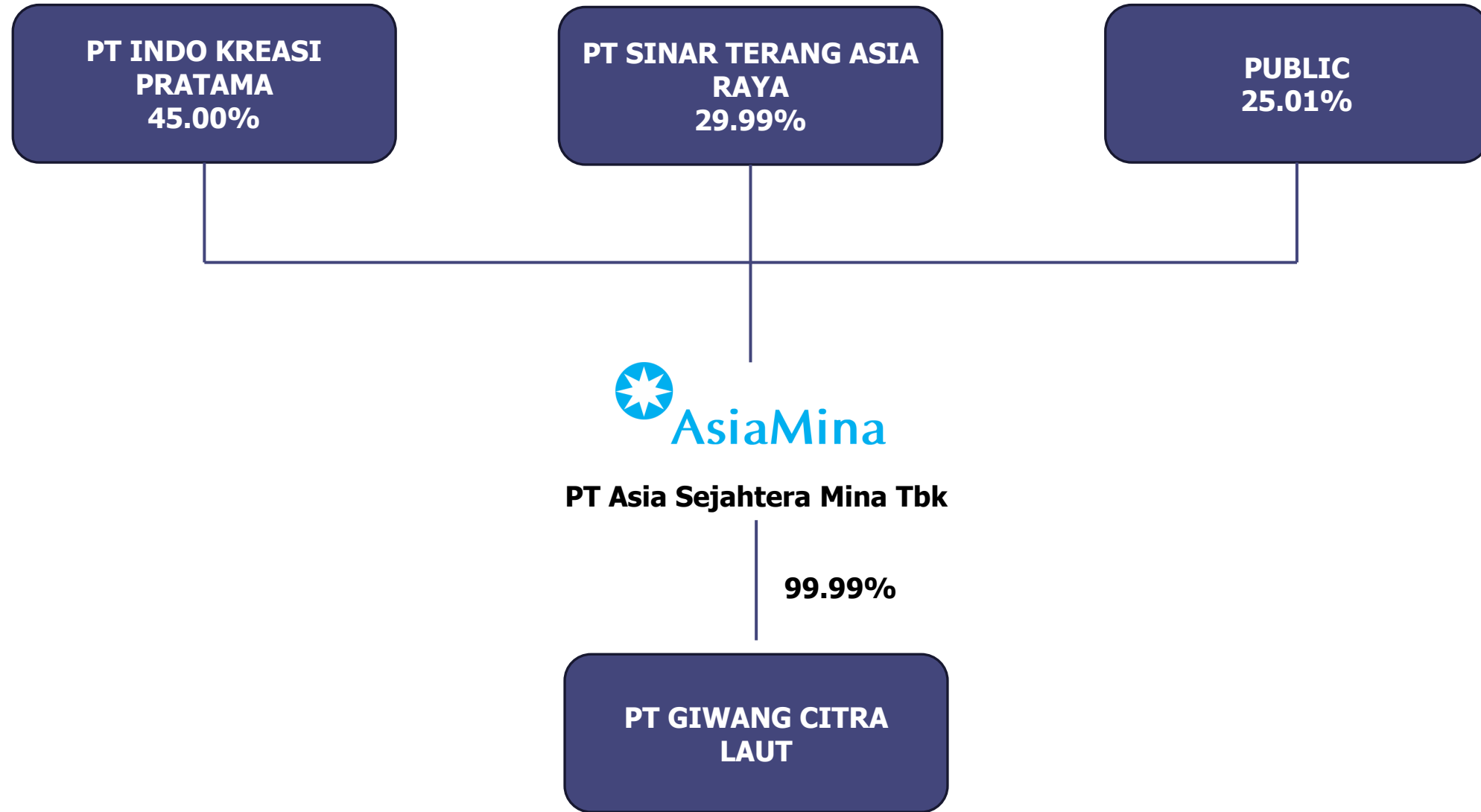
The Company was established on **August 27, 2008**. It is one of the largest seaweed suppliers in Indonesia that exports dried Eucheuma Cottoni, Eucheuma Spinosium, and Gracilaria sp seaweed to countries in **Asia, Europe, and South America**.

2019

The Company conducted an Initial Public Offering (IPO) with the ticker code "**AGAR**" on November 26, 2019, issuing 250,000,000 new shares at an offering price of IDR110 per share and was **fully subscribed**.

2022

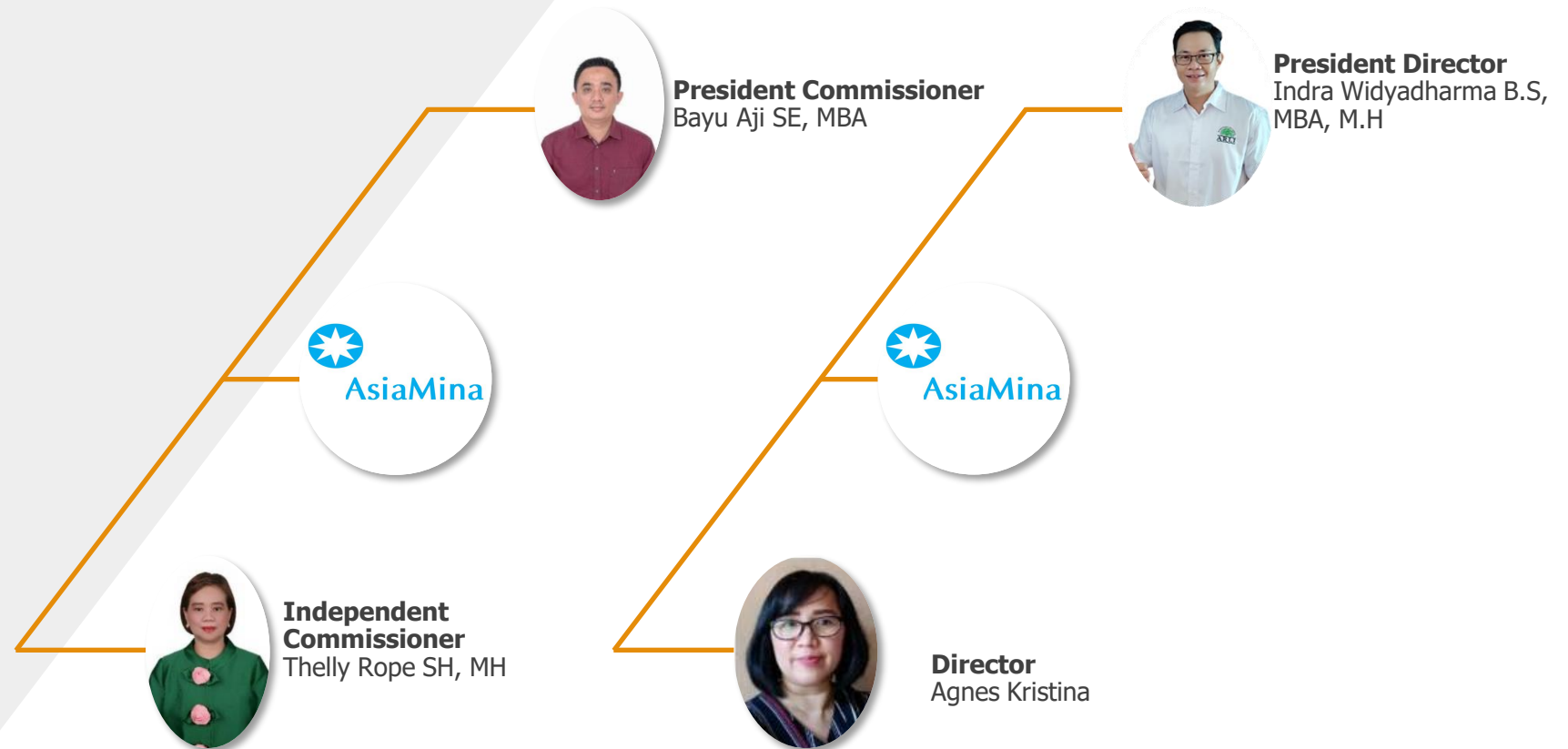
The Company acquired **99.99% ownership of PT Giwang Citra Laut**, a seaweed processing company based in Takalar, with a share investment value of **IDR24.99 billion**.



MANAGEMENT PROFILE



**PT ASIA SEJAHTERA
MINA TBK**



The Company's main business is Seaweed Export. The types of seaweed produced include

Dried Eucheuma Cottonii Seaweed



Eucheuma Cottonii is a type of seaweed that can produce Kappa carrageenan. The uses of carrageenan are as a thickener and stabilizer in ice cream, as a capsule coating in medicines, as an adhesive, as a filter in processed meat, and it is also used in animal feed products and to give texture to drinks such as milk and beer. Sales of this type of seaweed **reached 81% of total sales in 2023.**

Dried Gracilaria Seaweed



Gracilaria sp. is a type of red algae that can be used in the manufacture of agar-agar and also plays a role in the pharmaceutical industry and is used as a medium for bacterial culture. Sales of this type of seaweed **reached 14% of total sales in 2023.**

Dried Eucheuma Spinosum Seaweed



Eucheuma Spinosum is a type of seaweed that produces Iota carrageenan, which can be used as a raw material in the textile, cosmetics, and food industries. Sales of this type of seaweed **reached 5% of total sales in 2023.**

2



Acceptance and Sorting

Seaweed that has been weighed, accepted and prepared for sorting to check the water content and quality of the seaweed. If the water content is **35% - 38%**, the seaweed will be directly packed and stored. If the water content is **40% - 60%**, the seaweed will be dried again until the water content reaches **38%**.

4



Packaging & Labeling

Seaweed that has reached the desired water content will be packaged and labeled according to the Purchase Order.

6



Storage

After going through the packaging and labeling process, the seaweed will be stored in the Company's certified warehouse.

1



Weighing I

Seaweed that has just been received from the supplier will first undergo a first stage weighing to determine the initial weight.

3



Drying / Spreading

Seaweed with a water content of **40% - 45%** will be dried again until the water content reaches **38%**.

5



Weighing II

Seaweed that has been received and sorted will undergo a second stage weighing to determine the final weight.

7



Export Process

Seaweed that is ready for export will be exported to the destination country according to the Purchase Order.

The Company's business processes have been tested and certified by the Ministry of Marine Affairs and Fisheries and the BAPPEBTI of the Ministry of Trade of the Republic of Indonesia...



Certifications Obtained by the Company

- ✓ Hazard Analysis Critical Control Point (HACCP) certified by the Ministry of Marine Affairs and Fisheries of the Republic of Indonesia;
- ✓ Phytosanitary certified by the Ministry of Agriculture of the Republic of Indonesia;
- ✓ Processing Eligibility Standard (SKP) certified by the Ministry of Marine Affairs and Fisheries of the Republic of Indonesia;
- ✓ Warehouse Receipt System certified by BAPPEBTI of the Ministry of Trade of the Republic of Indonesia;
- ✓ Warehouse Class B by Bhandra Graha Reksa;
- ✓ Registration number from China.

Surabaya



Tiara Jabon Warehouses B7 Tambak Sawah Street, Tambak Sawah, Waru, Sidoarjo, East Java. 61256

Maros



Pattene 88 Warehouses, Biz Park R-30, Pabentengan, Marusu, Maros, South Sulawesi. 90552

Makassar



1. Parangloe Indah Warehouses Blok L No. 7, Tamalanrea, Makassar, South Sulawesi 90245;
2. Ir. Sutami Street No. 24 Integrated Logistics Area Blok A1, Tamalanrea, Makassar, South Sulawesi 90245

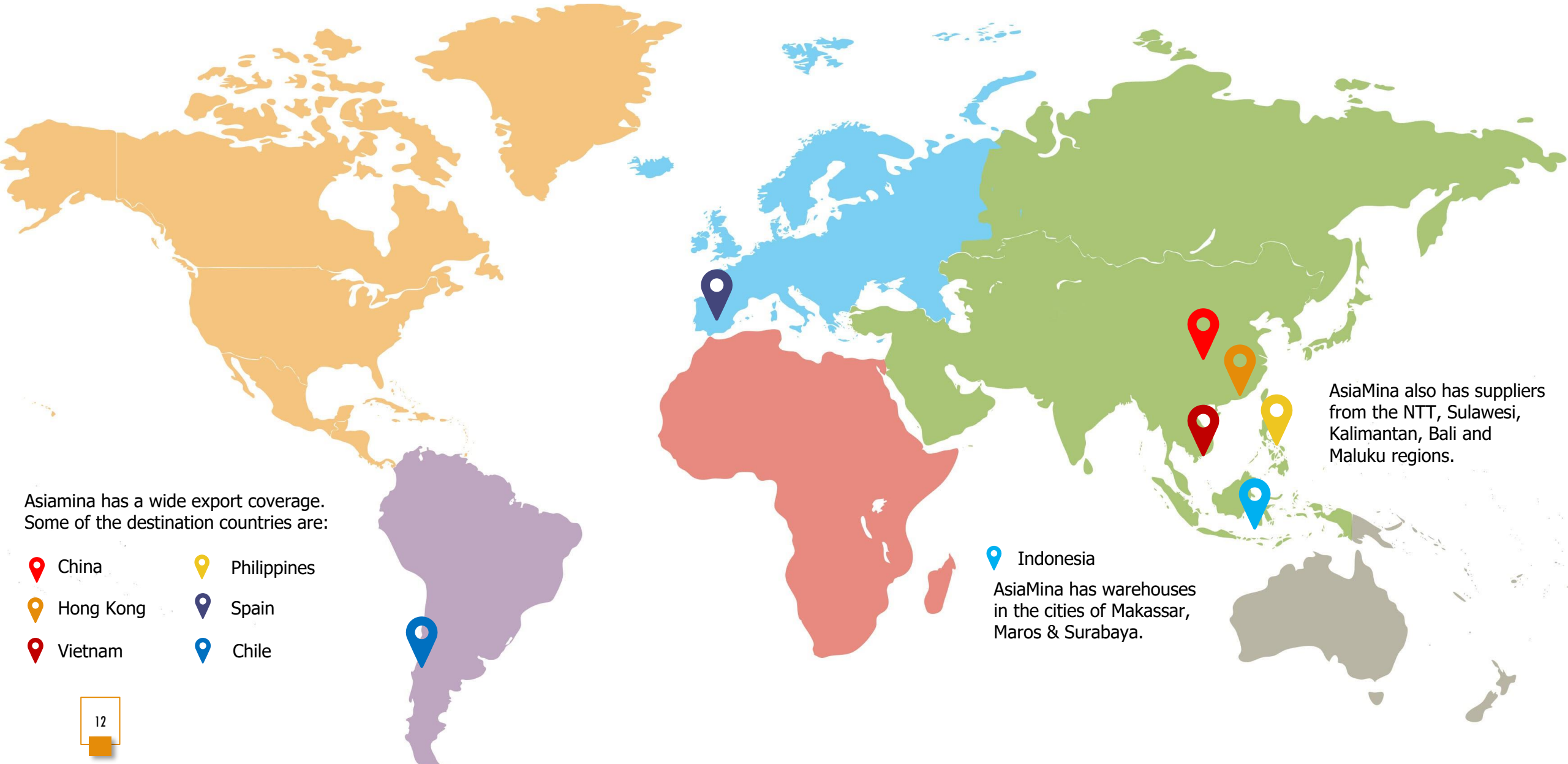
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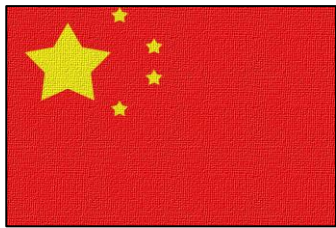
Asiamina has a wide export coverage. Some of the destination countries are:

- China
- Hong Kong
- Vietnam
- Philippines
- Spain
- Chile

AsiaMina also has suppliers from the NTT, Sulawesi, Kalimantan, Bali and Maluku regions.

Indonesia
AsiaMina has warehouses in the cities of Makassar, Maros & Surabaya.

Indonesia is the second largest seaweed producer after China. The top 5 seaweed producers according to the Food and Agriculture Organization (FAO) are:



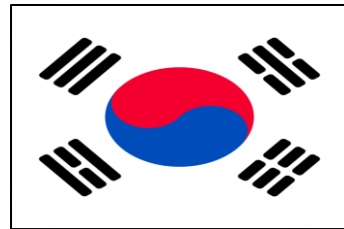
1. China



2. Indonesia



3. Philippine

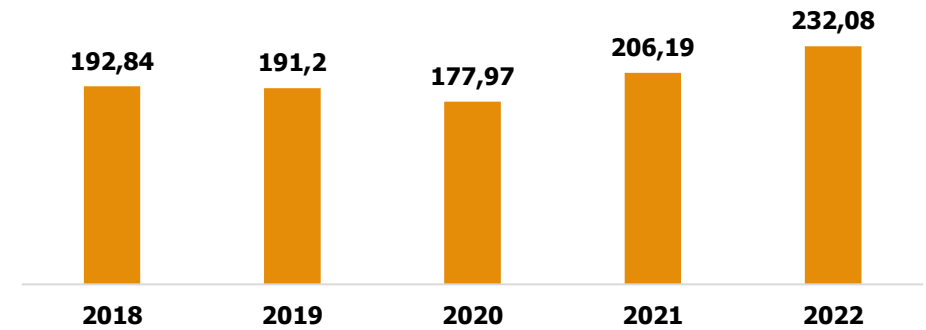


4. South Korea

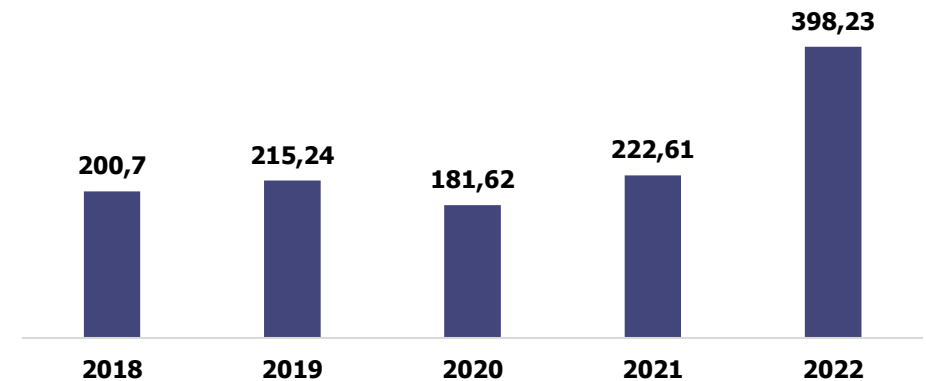


5. Japan

Volume (Billion Ton)



Value (US\$ Million)



Source: Central Bureau of Statistics, 2022

The stable and increasing volume of seaweed exports in Indonesia has made the potential of the world seaweed industry increasingly develop.

“The acquisition of PT Giwang Citra Laut is very beneficial for the Company in order to obtain added value for exports and support the downstream program of the Indonesian Government”



In 2022, the Company acquired **99.99% ownership of PT Giwang Citra Laut**, a seaweed processing company based in Takalar, South Sulawesi, for a total share investment of **IDR24.99 billion**.

Semi Refined Carrageenan (SRC) is a seaweed-based product that is in the form of flour and is used in the food and pharmaceutical industries. It will produced by the Company's subsidiary, PT Giwang Citra Laut (GCL), and will be marketed starting in the **second quarter of 2024**.

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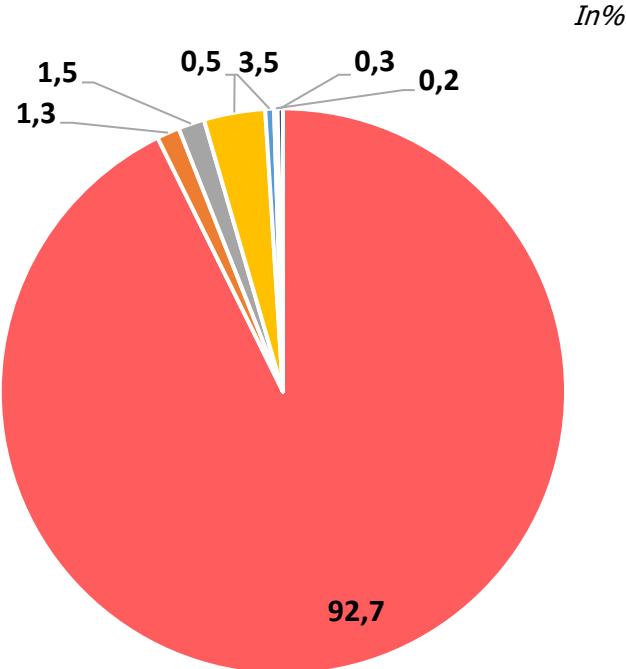
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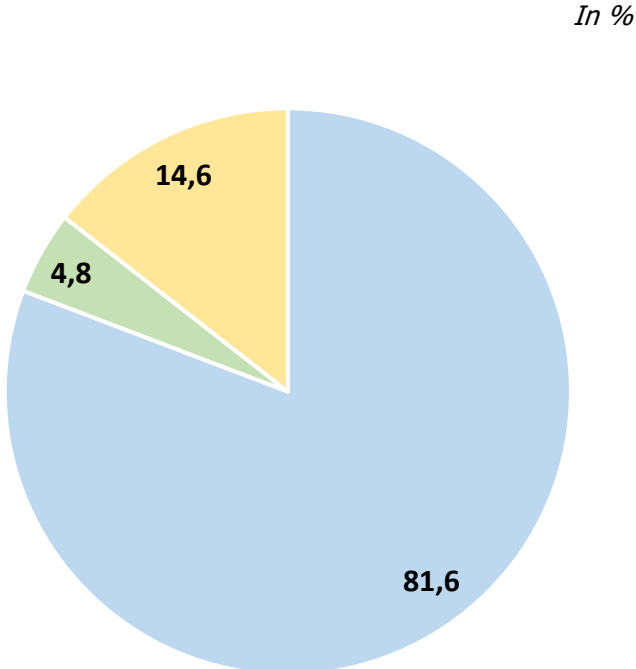
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Sales Segmentation Based on Country



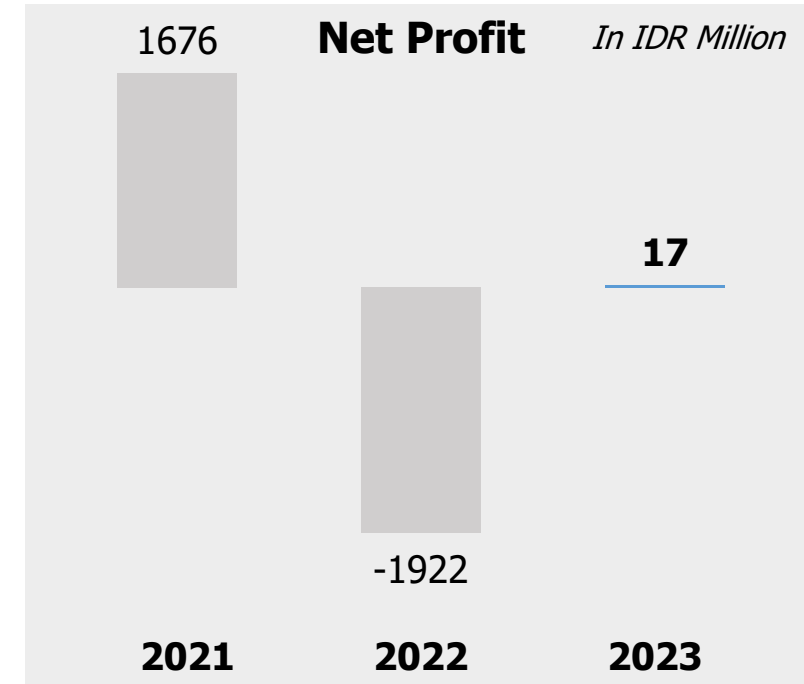
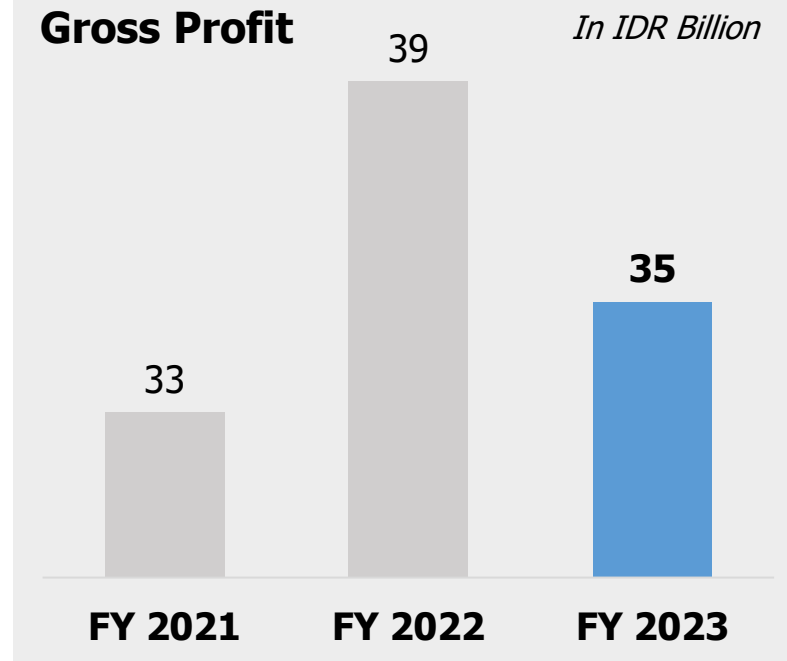
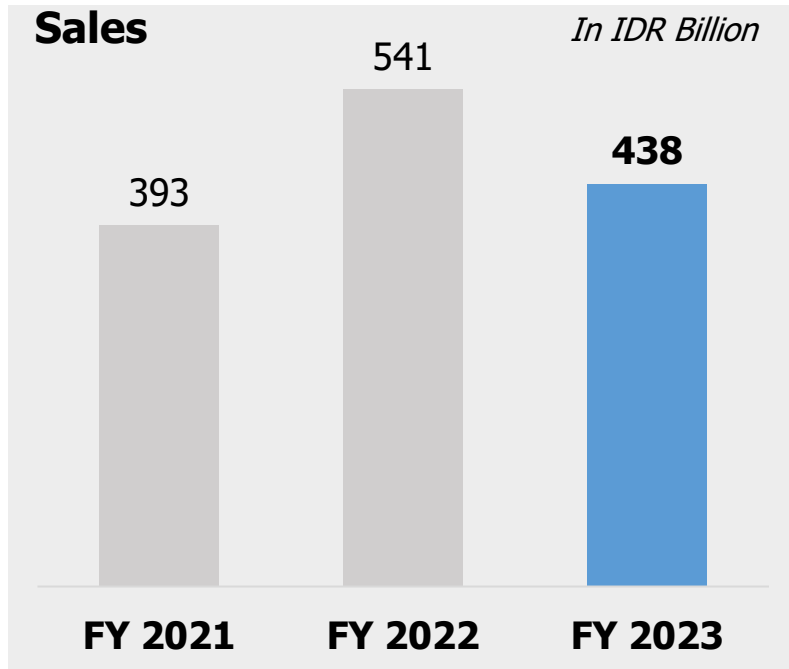
- China
- Indonesia
- Chile
- Vietnam
- Philippine
- Hongkong
- Spain

Sales Segmentation Based on Type of Seaweed



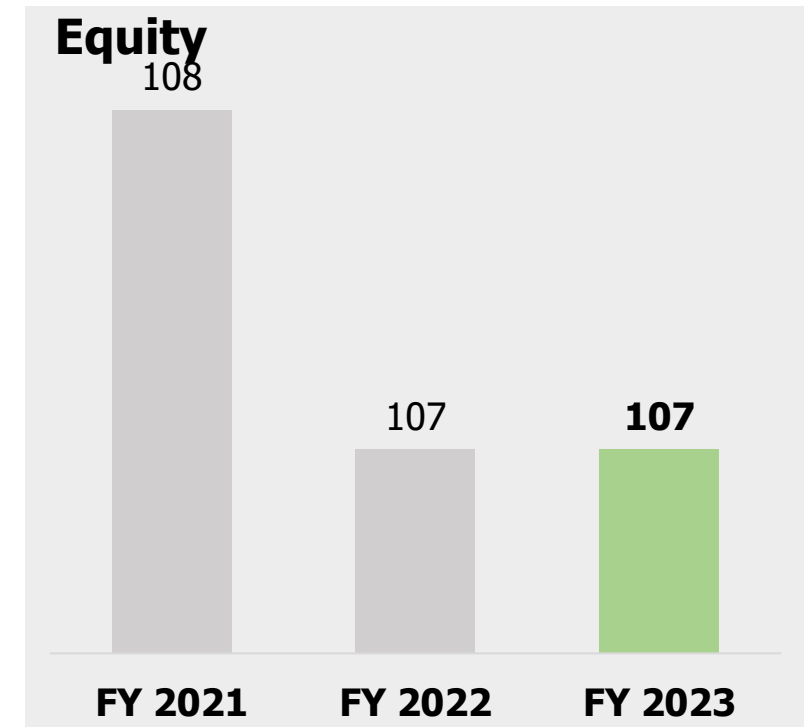
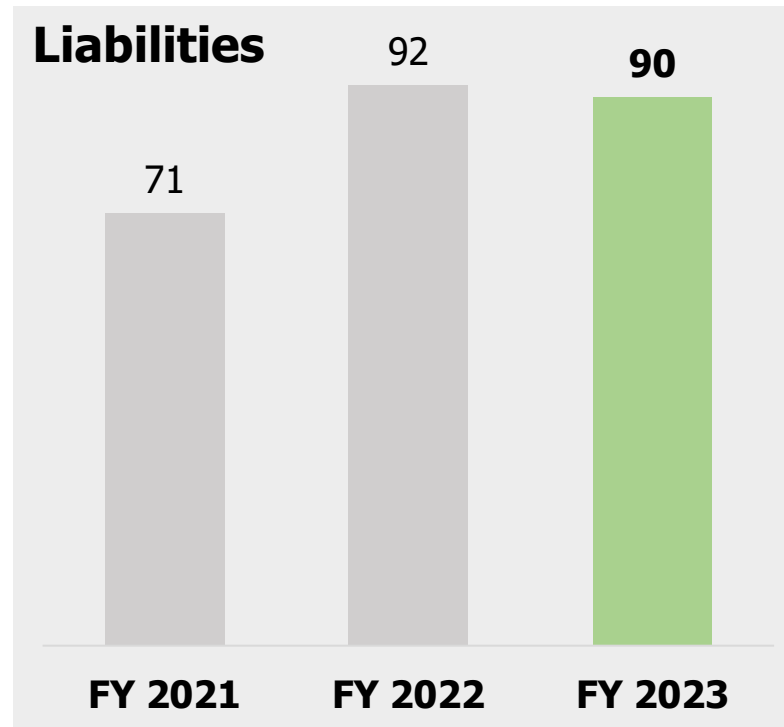
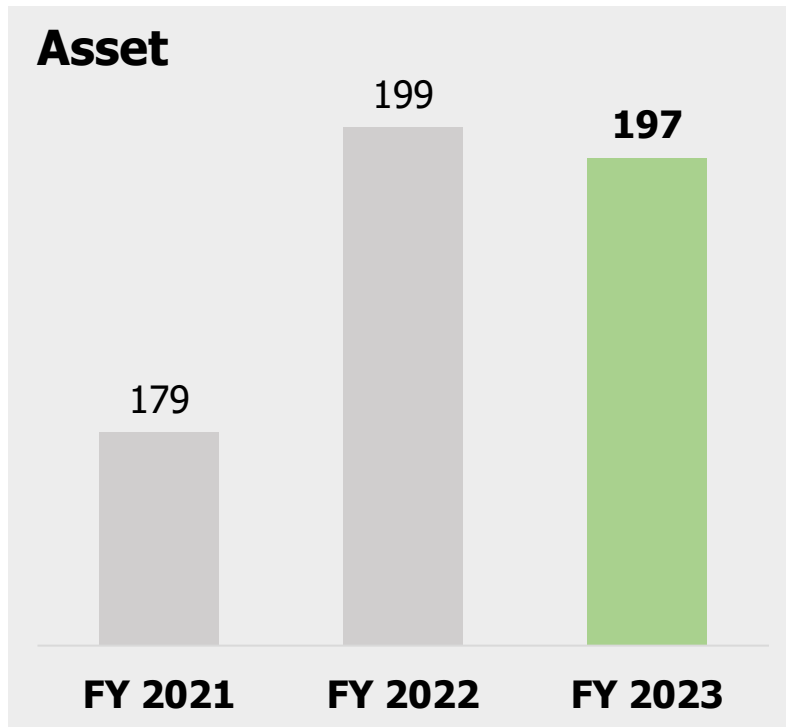
- Cottoni
- Spinosum
- Gracilaria

Notes: Operational Performance of 2023

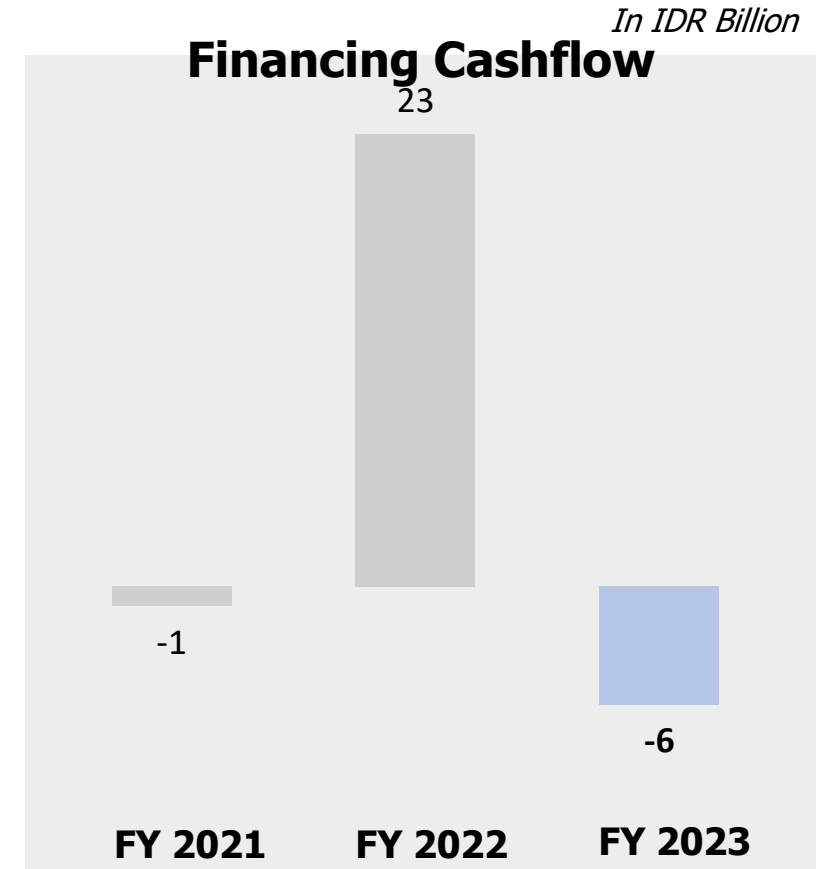
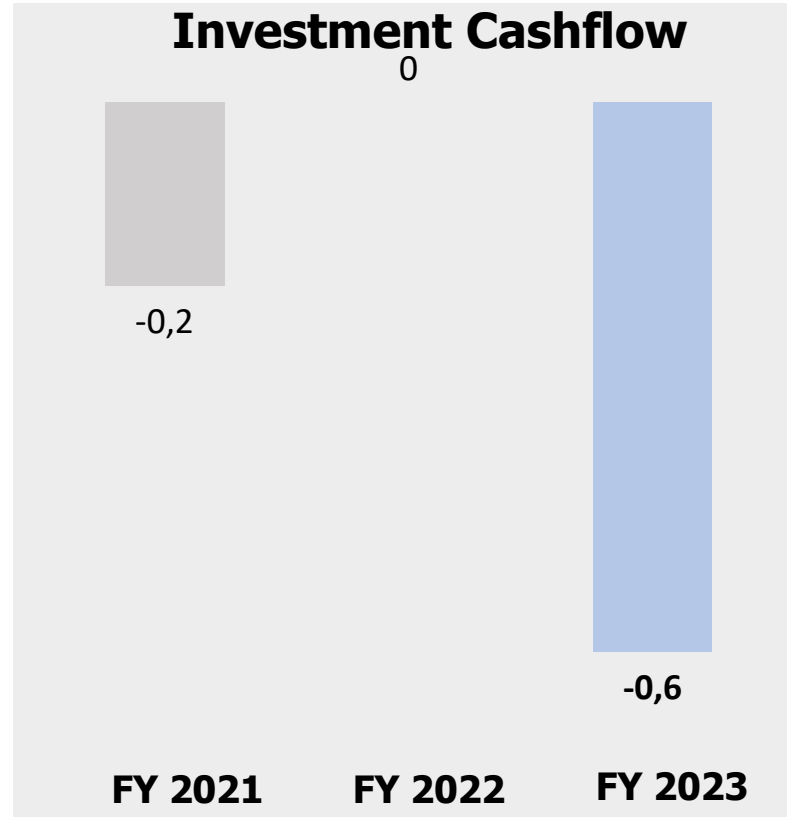
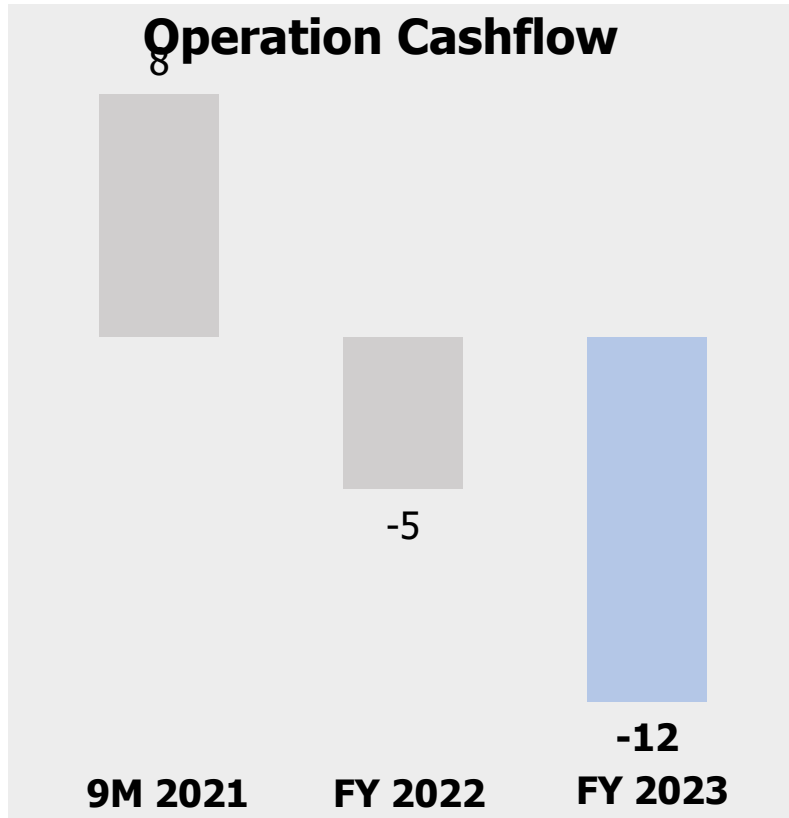


	FY 2021	FY 2022	FY 2023
Gross Profit Margin	8,45%	7,17%	8,01%
Net Profit Margin	1,86%	(0,36%)	0,00%
Return On Asset	0,94%	(0,97%)	0,01%
Return On Equity	1,55%	(1,80%)	0,02%

In IDR Billion



	*FY 2021	*FY 2022	*FY 2023
Cash Ratio	13,82%	31,93%	8,31%
Quick Ratio	99,17%	102,79%	71,03%
Debt to Asset	0,39x	0,46x	0,46x
Debt to Equity	0,65x	0,86x	0,84x



THANK YOU

CONTACT US

Website : www.asiamina.com

Email : admin@asiamina.com

Phone : +622121192523



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