



berdikari

member of  ID FOOD

Integrated Poultry Business

Berdikari in West Java Investment Summit

5-6 Oktober 2022

Company Information

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Company Information

About PT Berdikari – ID FOOD

PT Berdikari as a member of ID FOOD (SoE Food Company Holding) focusing on fields of poultry, ruminants, retail and trade. Berdikari has been assigned by the Government to participate in the success of the food self-sufficiency program and food self-sufficiency, especially animal protein. The company carries out the main task of taking part in meeting the animal protein needs for the community through increasing the supply of Safe, Healthy, Whole and Halal chicken and meat at affordable prices for everyone.

"To be the best agro-industrial company that is innovative, competitive and grows sustainably"

Poultry

"Enhancing contribution to the availability and quality of protein sources"

"Enhancing the role as a buffer stock in supplying and stabilizing poultry prices"

"To be a top 5 Poultry company in Indonesia"

Cow Farm (Ruminant)

"Increasing the availability of animal protein foods"

"To be the top 5 cattle breeding company in Indonesia"



Trading & Retail

"Developing Product Downstream" (retail & home freezer)

Operational Excellence & Technology Leadership

World-class Organization, Superior Talent & Partnership

Sustainable Financial Condition

Subsidiaries



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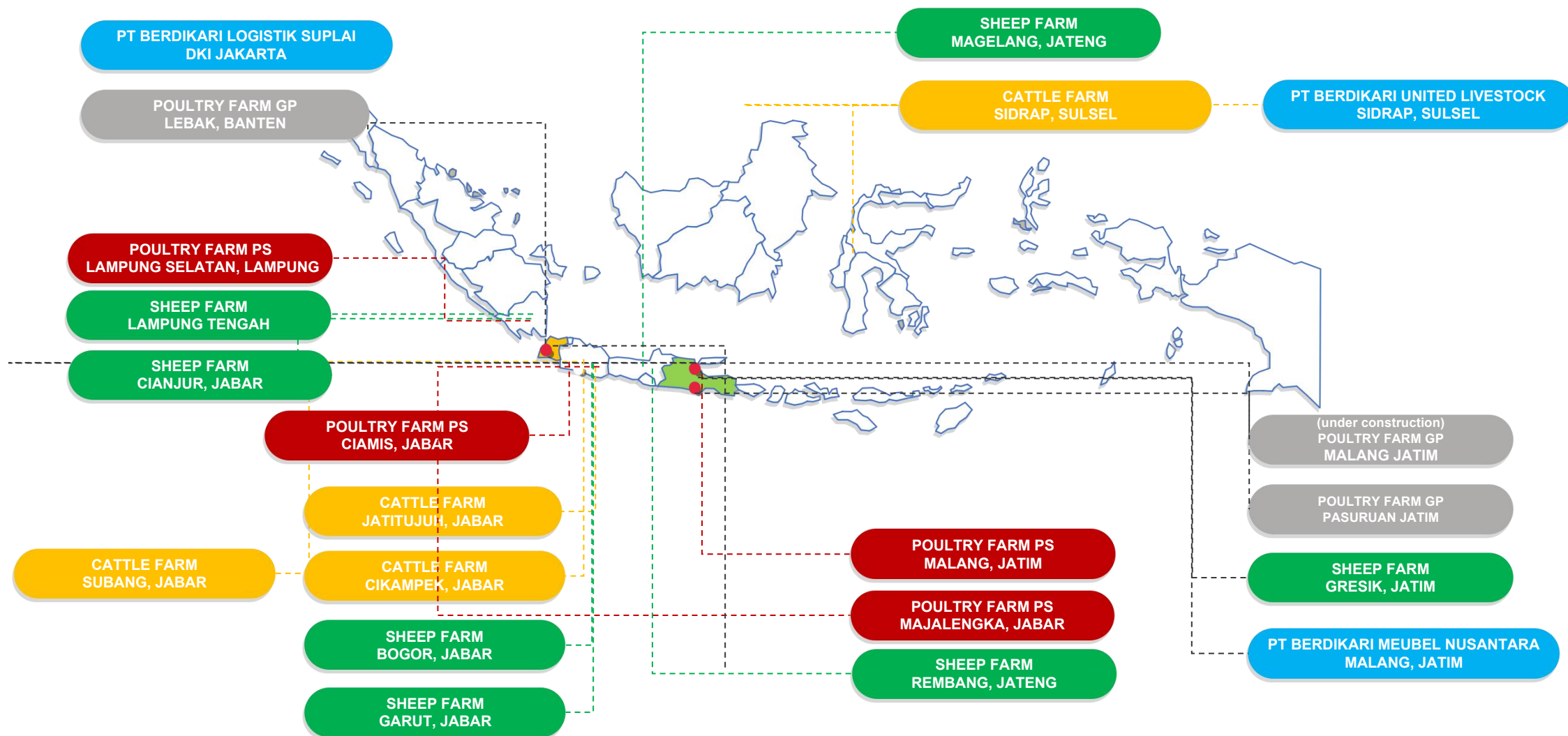
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Farm & Subsidiaries Locations



Project Information & Background

Integrated Poultry Business

- Integrated poultry farming is a process where chicken production from upstream to downstream is in one supply chain. The upstream production process consists of breeding, the feed industry and aquaculture to the downstream industry consisting of cutting, processing, and marketing are only in one end-to-end supply chain.
- West Java Integrated Poultry Business consist of
 - Project 1.1: Hen House & Hatchery GPS**
 - Project 1.2: Hen House & Hatchery PS**
 - Project 1.3: Chicken Feed Mill**
 - Poultry Slaughterhouse*



Project Background

- This development is carried out **to support the food sovereignty program by ensuring the availability and affordability of prices for food needs**, especially protein sources for the Indonesian.
- By ensuring the availability of production facilities from upstream to downstream**, PT Berdikari can increase the import quota of chicken seeds from the government in accordance with the Regulation of the Minister of Trade of the Republic of Indonesia Number: 24/M-DAG/PER/9/2011 Regarding Provisions on Import and Export of Animals and Livestock Products
- To increase the efficiency for the business** by integrating the whole process by our own and reduce the third party that spend more cost
- Ensure available feed either in quantity and quality for berdikari and farmers**, where feed is the biggest component in the structure of the expense of chicken cultivation
- Increasing social economic value for Indonesia** by ensuring the business continuity of farmers through the provision of DOC

Outstanding Point

Strength, Weakness, Opportunity, & Threat

Strength

- Berdikari is **the only one** State-Owned Enterprise that engaged in the livestock business sector
- **Fully support by government** to have a quota for DOC import
- Having a competent human resources in animal husbandry sector
- End-to-end supply chain with ID FOOD integration

Weakness

- Still don't have complete facilities and infrastructure to build the integrated farm

Opportunity

- Opportunity to export the product of chicken carcass
- National consumption of chicken that will continue to increase in the future

Threat

- Competitors who already have integrated poultry farm
- Large capital needs to be able to compete in the industry

Project's Summary

| No | Proposed Project | Capacity | Financial Feasibility | | | | |
|----|--|-----------------------|---|-------------------|---------|----------------|---------------------|
| | | | Estimated Investment Value | NPV | IRR | Payback Period | Profitability Index |
| 1 | Project 1.1 Hen House and Hatchery GPS | 36.000 head capacity | Investment: Rp100 Billion | Rp111,81 Billion | 13,25 % | 4 year 8 month | 1,12 |
| 2 | Project 1.2 Hen House and Hatchery PS | 200.000 head capacity | Investment: Rp88 Billion Working Capital: Rp52 Billion | Rp118,22 Billion | 14,77 % | 5 year 2 month | 1,18 |
| 3 | Project 1.3 Chicken Feed Mill | 24.000 Tons per year | Investment: Rp75 Billion Working Capital: Rp25 Billion | Rp 152,34 Billion | 13,57 % | 5 year 2 month | 1,09 |

Project Cost and Source of Funds

Total Cost

Rp. 340 Billion

Investment Cost

Hen House & Hatchery GPS

Rp. 100 Billion

Hen House & Hatchery PS

Investment

Rp. 88 Billion

Working Capital

Rp. 52 Billion

Chicken Feed Mill

Investment

Rp. 75 Billion

Working Capital

Rp. 25 Billion

Source of Funds

Rp. 340 Billion

Investor

100% Rp. 340 Billion

Project 1.2 Hen House & Hatchery GPS

Financial Feasibility

*In Million Rupiah

| Values | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--------------|---------|--------|--------|--------|---------|
| Sales | - | 91.713 | 99.625 | 91.769 | 103.260 |
| EBITDA | -23.971 | 53.030 | 54.446 | 46.941 | 59.949 |
| Net Income | -23.971 | 41.363 | 42.468 | 36.614 | 46.760 |
| Net Margin % | - | 41,52% | 46,28% | 35,46% | 44,23% |

NPV : Rp 111,81 billion

IRR : 13,25%

Payback Period : 4 year 8 month

Profitability Index : 1,12

Project 1.2 Hen House & Hatchery PS

Financial Feasibility

*In Million Rupiah

| Values | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|-----------------|--------|--------|---------|---------|---------|---------|
| Sales | - | 87.374 | 110.771 | 118.550 | 120.209 | 120.209 |
| EBITDA | -1.563 | 30.832 | 36.813 | 46.118 | 44.805 | 44.822 |
| Net Income | -1.563 | 24.049 | 28.714 | 35.972 | 34.948 | 34.961 |
| Net Margin % | - | 27,52% | 25,92% | 30,34% | 29,07% | 29,08% |

NPV : Rp 118,22 billion

IRR : 14,77%

Payback Period : 5 year 2 month

Profitability Index : 1,18

Project 1.3 Feed Mill

Financial Feasibility

*In Million Rupiah

| Values | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 |
|--------------|---------|---------|---------|---------|---------|---------|
| Sales | 321.516 | 329.920 | 338.564 | 347.455 | 357.879 | 368.615 |
| EBITDA | 80.123 | 27.866 | 27.588 | 27.290 | 28.243 | 29.236 |
| Net Income | 62.496 | 21.735 | 21.519 | 21.286 | 22.034 | 22.804 |
| Net Margin % | 19,44% | 6,59% | 6,36% | 6,13% | 6,16% | 6,19% |

NPV : Rp 152,34 billion

IRR : 13,57%

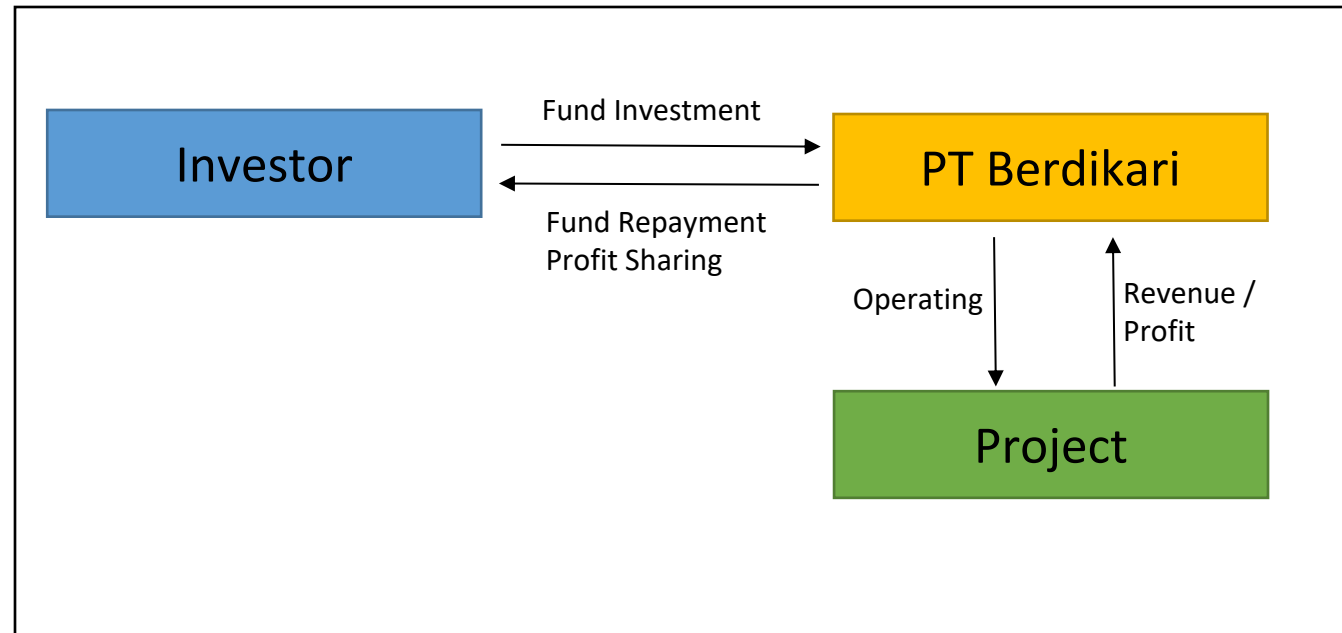
Payback Period : 5 year 2 month

Profitability Index : 1,09

Business Scheme

Join Operation

Investors provide "Investment Funds" to PT Berdikari for the financing Capex & Opex required for the proposed project. Investors and PT Berdikari will gain profit sharing as the agreement of both parties. At the end of collaboration period and the repayment of all investment funds to the investors are already complete, the project asset savage value will be allocated to PT Berdikari



*Open for other Business scheme

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Presentation date

Project 1.1 Hen House & Hatchery GPS

Project Description

- Ownership of a hen house for GP is a must to obtain a chicken seed import quota (GP) with an IKH (Animal Quarantine Installation) certificate which can only be obtained if the company owns a cage based on the Regulation of the Minister of Trade of the Republic of Indonesia Number: 24/M-DAG/PER/9/2011 Regarding the Provisions on Import and Export of Animals and Livestock Products in Article 4 paragraph 2, it is stated that in order to obtain determination as IT-Animals and Animal Products, you must attach proof of ownership of the installation of the place of maintenance and proof of ownership of the Slaughterhouse or work contract with the Slaughterhouse that has met the standards based on provisions of laws and regulations
- Ensuring the availability of production facilities for the sustainability of the company's upstream business.
- Support the food sovereignty program by ensuring the availability and affordability of food needs, especially protein sources for the people of Indonesia.
- Guarantee the availability of chicken seeds for independent farmers.
- Project's Planning :
 - 1.Construction of 2 flock for Hen House, each 18.000 head capacity
 - 2.Construction of Hatchery Facility
 - 3.Construction of Supporting Facility (feed warehouse, lodging, generator room, canteen, etc)

Key Investment highlight

| | | | | | | | | | |
|----------------------------|---|-----|-------------------|-----|----------|----------------|------------------|---------------------|--------|
| Location | Subang Regency | | | | | | | | |
| Estimated Investment Value | IDR 100 billion | | | | | | | | |
| Total Area/Land Status | 6 - 7 Ha (Process of finding a location) | | | | | | | | |
| Business Scheme | Joint Operation | | | | | | | | |
| Project Owner | PT Berdikari | | | | | | | | |
| Financial Feasibility | Financial Feasibility Parameter : <table> <tr> <td>NPV</td><td>: Rp111,81 Milyar</td></tr> <tr> <td>IRR</td><td>: 13,25%</td></tr> <tr> <td>Payback Period</td><td>: 4 year 8 month</td></tr> <tr> <td>Profitability Index</td><td>: 1,12</td></tr> </table> | NPV | : Rp111,81 Milyar | IRR | : 13,25% | Payback Period | : 4 year 8 month | Profitability Index | : 1,12 |
| NPV | : Rp111,81 Milyar | | | | | | | | |
| IRR | : 13,25% | | | | | | | | |
| Payback Period | : 4 year 8 month | | | | | | | | |
| Profitability Index | : 1,12 | | | | | | | | |

Project 1.2 Hen House & Hatchery PS

Project Description

- Support the food sovereignty program by ensuring the availability and affordability of food needs, especially protein sources for the people of Indonesia.
- Ensuring the availability of production facilities for the sustainability of the company's upstream business.
- Guarantee the availability of chicken seeds for independent farmers.
- Project Plan :
 1. Construction of GPS cages as many as 20 cages with a capacity of 200,000 heads
 2. Hatchery facility construction
 3. Construction of supporting facilities (feed warehouse, mess, generator room, canteen, etc.)

Key Investment highlight

| | |
|----------------------------|---|
| Location | Subang Regency |
| Estimated Investment Value | Investment : IDR 75 billion Working capital : IDR 25 billion |
| Total Area/Land Status | 30 Ha |
| Business Scheme | Joint Operation |
| Project Owner | PT Berdikari |
| Financial Feasibility | Financial Feasibility Parameter : NPV : Rp118,22 billion IRR : 14,77% Payback Period : 5 year 2 month Profitability Index : 1,18 |

Project 1.3 Chicken Feed Mill

Project Description

- Ensuring that feed for chicken is available both in quantity and quality for Berdikari and farmers, where feed is the largest component in the cost structure of cultivation for both farmers and Berdikari.
- Help to save (Cost Efficiency) COGS, where feed costs are the largest component of chicken farming HPP that cost around 60-70%.
- Project's Planning :
 1. Construction of a chicken feed factory with a Silo building
 2. Factory location in Industrial Estate
 3. Production capacity of 24,000 Tons per year

Key Investment highlight

| | |
|----------------------------|--|
| Location | Subang Regency |
| Estimated Investment Value | Investment : IDR 88 billion Working Capital : IDR 52 billion |
| Total Area/Land Status | 2 – 3 Ha (Located in industrial area), still on progress to find the location |
| Business Scheme | Joint Operation |
| Project Owner | PT Berdikari |
| Financial Feasibility | Financial Feasibility Parameter : NPV : Rp 152,34 billion IRR : 13,57% Payback Period : 5 year 2 month Profitability Index : 1,09 |