

DGW GROUP

Company Presentation



#1 INDONESIA HIGHEST GROWTH COMPANY IN FOOD SECURITY INDUSTRY >20% CAGR FOR PAST 10 YEARS



#1 INDONESIA BIGGEST FOOD SECURITY THAT SERVES FARMERS (IN FREE MARKET) USD 250 MIO - 2023



#1 INDONESIA MOST COMPLETE BUSINESS UNITS FOR FOOD SECURITY (4 PILLARS)

- PESTICIDE
- NPK FERTILIZER
- APPLIANCE



#1 INDONESIA STRONGEST RURAL DISTRIBUTION FOR FOOD SECURITY PRODUCTS (7,000 DIRECT RETAILERS AND 27 WAREHOUSE)



#1 MARKET LEADER FOR PREMIUM NPK IN FREE MARKET IN 2022 (USD 40 MIO)



#2 MARKET LEADER IN PESTICIDE IN 2022 (USD 100 MIO)



#1 STRONGEST DEMAND CREATION >1,000 AGRONOMIST



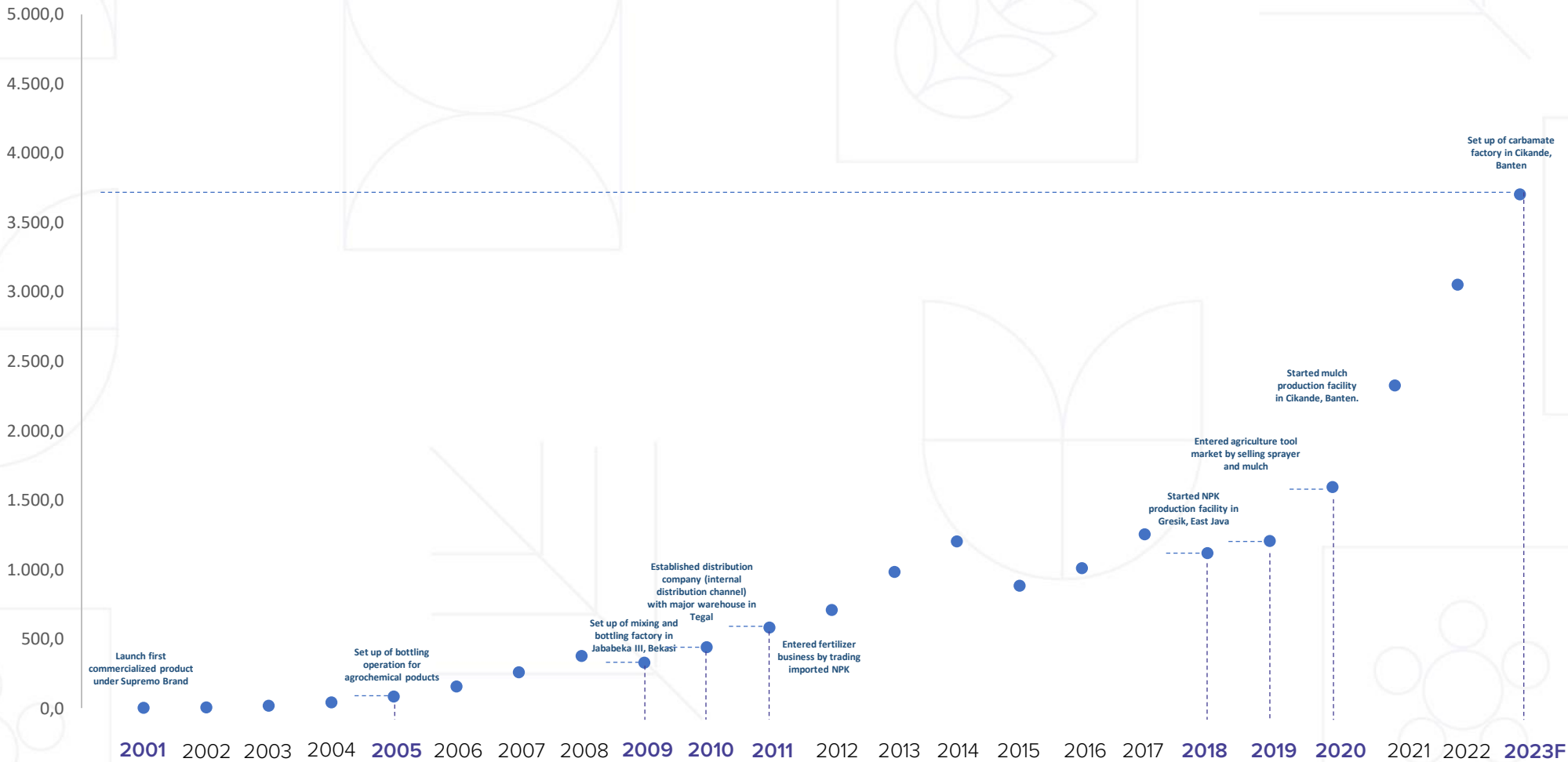
#1 MANUFACTURING CAPABILITIES IN PESTICIDE, NPK, MULCH WITH ISO & SNI



#1 MARKET LEADER IN GROWTH REGULATOR IN 2022 (USD 4 MIO)



COMPANY AT A GLANCE





COMPANY INFORMATION

Company Name

DGW GROUP

Vision, Mission & Core Values

VISION

“To enhance rural economy through technology”

MISSION

“To offer solutions and be the market leader in agriculture supplies”

CORE VALUES



Performance Oriented

Togetherness as One Big Family

Adaptability

Integrity

DGW GROUP STRUCTURE

DGW

**PT HEXTAR FERTILIZER
INDONESIA**

**PT FERTILIZER INTI
TEKNOLOGI**

Fertilizer

PT DHARMA GUNA WIBAWA

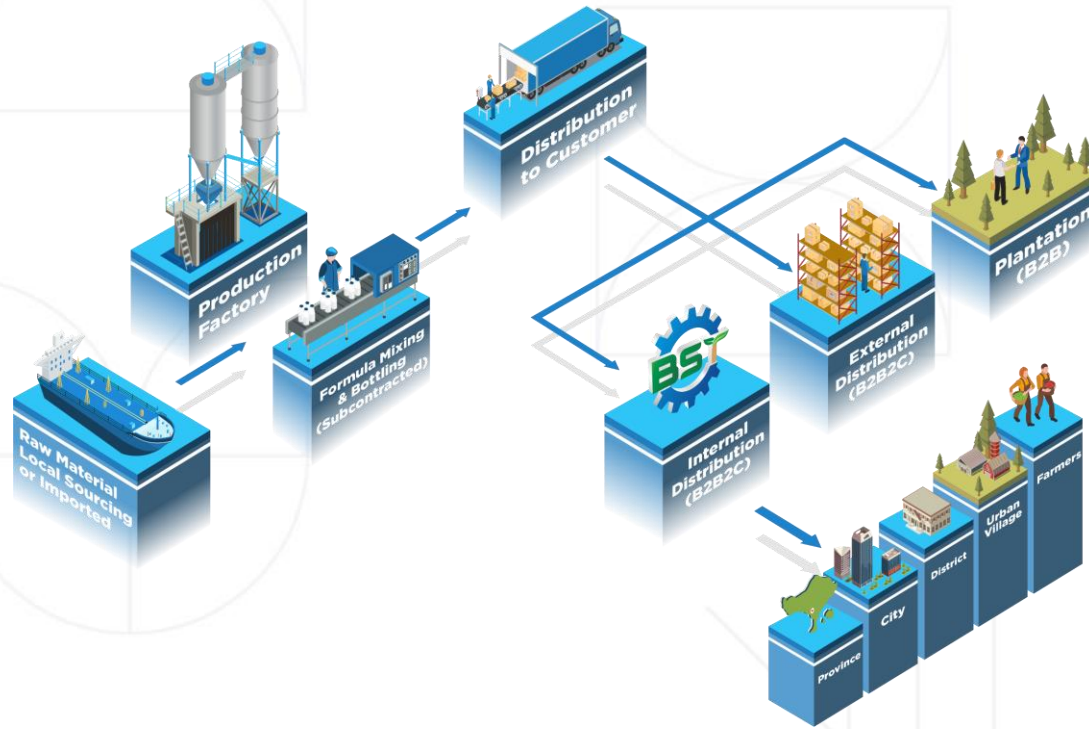
Pesticide

PT SEMESTA ALAM SEJATI

*Farming Tools &
Supplies*

PT BANGUN SAHABAT TANI

Distribution



Distribution Coverage

25 Province
 249 City
 1,179 District
 1,875 Urban Village
 188,950+ Farmers

BUSINESS PILLARS

AGROCHEMICAL

Contributes to >60% of DGW total business and currently DGW commands as the second biggest player with 12% of market share (by revenue size) in Indonesia.

FERTILIZER

With current y.o.y growth of >50% on retail market, the total contribution is 5% to the national consumption

FARMING TOOLS AND EQUIPMENT

While DGW is considerably new in this market, it has managed to captured 20% of agriculture sprayer market share and <10% mulch market share within 3 years of operation in Indonesia.

DISTRIBUTION

Overseeing an estimated 10,000 stores with 2,500 direct distribution capacity across Indonesia with fully functioning supply chain.

With its aim to be the mass market brand products, DGW's strengths include:

- Specific market focus on **deep-rural small scale farmers** thanks to its stronghold on infrastructure including locations and supply chain;
- **Wide range of agricultural-related products**, and
- DGW has onboarded and deployed more than **1,000 experienced and well-trained agronomists** to support local farmers.

BUSINESS SEGMENTATION



DGW

AGRO-CHEMICAL

One of DGW Group's subsidiaries that carries out business activities in the agrochemical segment is PT Dharma Guna Wibawa. Dharma Guna Wibawa is one of the largest and leading agrochemical companies in Indonesia, with more than 20 years of experience. Currently, Dharma Guna Wibawa has marketed more than 80 brands of pesticides, including Klensect, Supremo, and Supretox.

Additionally, Dharma Guna Wibawa continues to develop in its marketing of cutting-edge goods that can create value for farmers.

DGW

Member Of DGW Group

Our product have met international standard like ISO 9001 & ISO 9002 accreditation





AGRO-CHEMICAL



REASEARCH & DEVELOPMENT

“ As one of the largest agro-chemicals companies in Indonesia, all Dharma Guna Wibawa products are tested to international standard in the laboratory “

“





AGRO-CHEMICAL



“ Located in Bekasi & Bogor, Our Factory are equipped with modern equipment, with a production capacity of +/- 2.000 tons/month. “



PRODUCTION



AGRO-CHEMICAL



DISTRIBUTION

“ Product distribution to every region by IDC (Internal Distribution Channel) and also external distribution, so that the distribution of our products almost to all corners of the Country. ”





AGRO-CHEMICAL



“ Supported by more than 1600 competent field experts throughout archipelago, DGW is consistent in educating farmers and retailers by providing periodic counselling to increase yields. ”





FERTILIZER

DGW Fertilizer (Hextar Fertilizer Indonesia) is a subsidiary of DGW Group that carries out its business activities in the fertilizer segment by applying compaction compound manufacturing technology.

In order to meet domestic fertilizer needs, more than 20 brands are marketed and supported by high-tech production facilities and product development.



NPK Cockhead



NPK Compaction



NPK Booster



NPK Gold DGW



NPK DGW





FERTILIZER



“
DGW Fertilizer (HFI)
will offer ‘tailored
formulation & solution
for fertilizer’ for
customers according
to plant nutritional
needs. “





FERTILIZER



“
DGW Fertilizer (HFI) has training facilities located at several points in Indonesia in order to product knowledge socialization for employees and farmer. “



Dairi, North Sumatera



Jember, East Java



Lombok, West Nusa Tenggara



Magelang, Central Java



FERTILIZER



“ PT Fertilizer Inti Technology engaged in the chemical fertilizer industry. This company was established with aim of supporting the supply of chemical fertilizer products for DGW Fertilizer (Hextar Fertilizer Indonesia). ”





FARMING TOOLS

Established in 2013, PT Semesta Alam Sejati (SAS) is engaged in the distribution of pesticide & fertilizer products. In 2016, Company started to expand its business by marketing sprayers.

Besides sprayers, the company also produces mulch plastic products with thickness of 27.5 mc, 28 mc, 30 mc & 35 mc with net weight of 16Kg, 17Kg, & 10Kg.



Member of DGW Group



DGW**SEED**

PT Alam Semesta Agro (ASA) is one of DGW Group business subsidiaries that carries out business activity in food crops and vegetable seeds.

ASA has approximately 50 products consisting various kinds of vegetables such as cabbage, chili, cauliflower, long beans, french beans, eggplant, cucumber, tomato, sweet corn, melon, bitter gourd etc.

ASA*Member Of DGW Group*

Nanika



Selena



“
 ASA has farm support
 located in several point
 such as in West Java,
 Yogyakarta and Banten
 ”





Member Of DGW Group

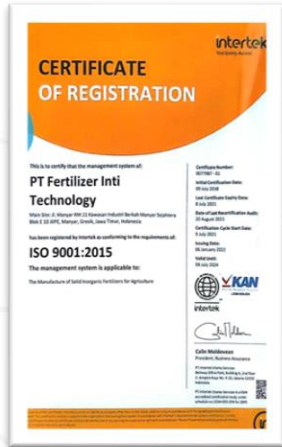
Currently serve approximately 10 mio farmers; +/- **30% coverage** of Indonesia's total farmers

DISTRIBUTION COVERAGE



DGW STANDARDIZATION

ISO 9001:2015 Quality Management System



Semesta Alam Sejati



Alam Semesta Agro

Fertilizer



HX-AS
(Ammonium Sulfate Fertilizer)



HX-MROPH
(Potassium Chloride Fertilizer)



HX-Urea
(Urea Fertilizer)



COCKHEAD
(Solid NPK Fertilizer)



COMPACTION DGW
(Solid NPK Fertilizer)



CRF MULTIFERT
(Solid NPK Fertilizer)



CROFAST
(Solid NPK Fertilizer)



Gold DGW
(Solid NPK Fertilizer)



TSP DGW
(Triple Super Phosphate)



Farming Equipment



DGW Sprayer
(Electric Sprayer)



DGW TECHNOLOGY ORIENTED

DISTRIBUTION

advoTICS PT. AGRO JAYA MANDIRI Admin IT, IT

Sales Order Purchase Order from Customer

+ CREATE NEW SALES ORDER EXPORT Search with min 3 characters Sales Order Number Filter 30 Entries

43467 result found Fulfilled Clear All Filter

Total Sales Order Pending to Fulfilled Waiting for Payment Waiting for Delivery Total Sales Order Value

43467 0 15678 0 IDR 871,378,484,219

No	Sales Order Number	Order Type	Workgroup	Staff Name	Customer	Location	Approval Due	Status	Created Time
1	5700-5123744-12849731-15339152	Sales Order	PT. BANGUN SAHABAT TANI - BALI	Edy Gunawan SF.BLI-010	SAHABAT TANI	KABUPKTE N LOMBOK TENGAH		Fulfilled	13 Jan 2023, 15:33
2	1871-5012398-12800415-15326335	Canvassing	PT. BANGUN SAHABAT TANI -	Apri Padi SF.LPUG-001	SUMBER TANI JAYA / KADEK	KABUPKTE N LAMPUNG		Fulfilled	13 Jan 2023, 15:32

DEMAND CREATION

SALES VS PROMOTION Region: JABAR, JATEN, JO Year: 2021, 2022, 2023 Months: January, February, 03

Brand	Amount	Promotion Activity	Ratio Per Act	PESTI
SUPREXON 275 SL	273.05	45.2K	6.0M	
SUPREXON 480 SL	262.95	38.1K	6.9M	
BESTNOD 60 WP	210.85	15.3K	13.8M	
DANGKE 40 WP	207.58	32.2K	6.4M	
DEMOLISH 18 EC	197.95	34.1K	5.8M	
DANGKE TURBO 40 WP	84.95	17.8K	4.8M	
EXPLORE 250 EC	82.85	23.1K	3.6M	
SUPREXON GOLD 490 SL	79.35	4.4K	18.0M	
KLENSECT EXTRA 200 EC	43.45	11.9K	3.7M	
KLENSECT 200 EC	43.05	22.7K	1.9M	
CHALLENGER 275 SL	41.95	6.4K	6.6M	
Grand total	2.1T	615.6K	5.5M	

Brand	Amount	Promotion Activity	Ratio Per Act	FERTI
COMPACTION DOW	211.25	22.6K	9.5M	
COCKHEAD	172.05	91K	18.9M	
BOOSTER DOW	88.95	46.5K	1.8M	
HK-AS	82.65	1.5K	55.5M	
NPK DOW	67.05	0	0	
HK-HROPH	49.45	116.0	280.6M	
DOW	29.15	24.7K	1.2M	
GOLD DOW	23.25	2.7K	8.7M	
KNOS	12.35	0	0	
HK-HRP	10.75	2.0K	5.3M	
UREA	10.05	0	0	
Grand total	771.85	119.7K	6.4M	

Brand	Amount	Promotion Activity	Ratio Per Act	EQUIP
SPRAYER ELEKTRIK	80.45	1.1K	75.1M	
MULSA PREMIUM	58.15	4.5K	8.5M	
SPRAYER MANUAL	8.25	29.0	262.7M	
SPAREPARTS	6.65	40.0	164.2M	
MULSA LOW END	1.95	60.0	31.4M	
0	0	16.0	0	

Brand	Amount	Promotion Activity	Ratio Per Act	SEEDS
BIANCA	8.85	54.0	162.3M	
SELENA	3.15	494.0	6.3M	
PRISA	3.05	1.8K	1.7M	
MANTAP 89	2.55	876.0	2.9M	
BOMBER R101	2.25	824.0	2.7M	
GALLANT	2.05	2.9K	699.5M	
ANJANI	2.05	4.0	490.3M	
BIMA	1.85	37.0	49.2M	
AMAZONE	1.85	18.0	98.5M	

CUSTOMER RETENTION/ SALES MARKETING

Dynamics 365 Business Central PT. BANGUN SAHABAT TANI Finance Cash Management Sales Purchasing Shopify

Sales Orders: All Search + New Delete Process Release Posting Print/Send Order More options

No. 1	Posting Date	Sell-to Customer No.	Sell-to Customer Name	Auto Ref SO No.	Amount	Amount Including VAT	Location Code	Branch Code
BST-BDG/SO/21-01/006	06/01/2021	BDG-0012	AMANAH FARM		14,400,000.00	14,400,000.00		BST-BDG
BST-BDG/SO/21-01/007	06/01/2021	BDG-0092	OYO SP		25,500,000.00	25,500,000.00		BST-BDG
BST-BDG/SO/21-01/008	07/01/2021	BDG-0046	DIK DIK		99,000,000.00	99,000,000.00		BST-BDG
BST-BDG/SO/21-01/009	08/01/2021	BDG-0072	KANCIL MAS PUTRA		10,909,091.00	12,000,000.00		BST-BDG
BST-BDG/SO/21-01/010	08/01/2021	BDG-0167	TATAN SOPAN		43,636,364.00	48,000,000.00		BST-BDG
BST-BDG/SO/21-01/011	07/01/2021	BDG-0138	SINAR MULYA		17,727,273.00	19,500,000.00		BST-BDG
BST-BDG/SO/21-01/012	07/01/2021	BDG-0214	TANI MULYA		43,909,091.00	48,300,000.00		BST-BDG
BST-BDG/SO/21-01/013	07/01/2021	BDG-0214	TANI MULYA		4,509,091.00	4,960,000.00		BST-BDG
BST-BDG/SO/21-01/015	14/01/2021	BDG-0088	NENG JAYA		5,400,000.00	5,400,000.00		BST-BDG
BST-BDG/SO/21-01/016	19/01/2021	BDG-0056	HD. KARYA ABADI		69,090,909.00	76,000,000.00		BST-BDG
BST-BDG/SO/21-01/017	20/01/2021	BDG-0001	A S K		46,000,000.00	50,600,000.00		BST-BDG
BST-BDG/SO/21-01/018	21/01/2021	BDG-0138	SINAR MULYA		40,909,091.00	45,000,000.00		BST-BDG
BST-BDG/SO/21-01/019	21/01/2021	BDG-0161	TANI MAS		86,363,636.00	95,000,000.00		BST-BDG

HRD

Home Dashboard My courses Site administration

My courses

Course overview

All Search Sort by course name Card

Test Course 1
Test Category 1
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TLF Program aims to help vulnerable youth to shift their mindset develop more capability and capacity increase their productivity

SKILL THAT IMPART



ORGANIC FARMING

Our curriculum follows the national curriculum for organic farming, but goes beyond to teach life skills and values to our youth. The main organic farming units are: Ecosystems, Garbage Management, Composting, Creating Effective Micro-organisms, Growing Seedlings, Using Organic Pesticides, Farm and Plot Maintenance, Livestock Management, Harvesting, Marketing



LIFE SKILLS

Computer Usage, English Language, Entrepreneurship, Simple Economic Analysis, Meeting Facilitation Skills, Gender Equality, Communication Skills, Social Development, Paper Recycling, Handicrafts, and more.

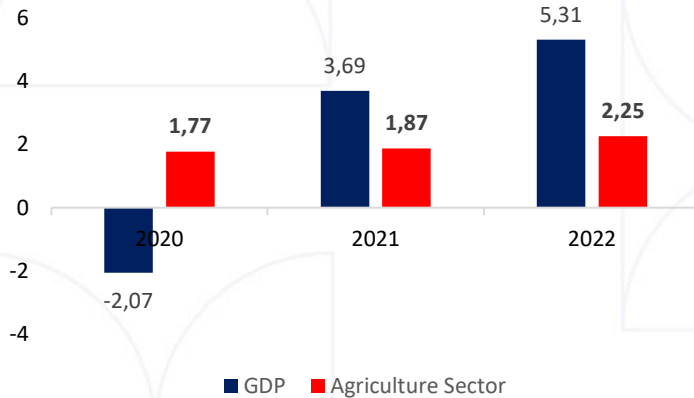


OTHERS (BASED ON VOLUNTEER VISITS)

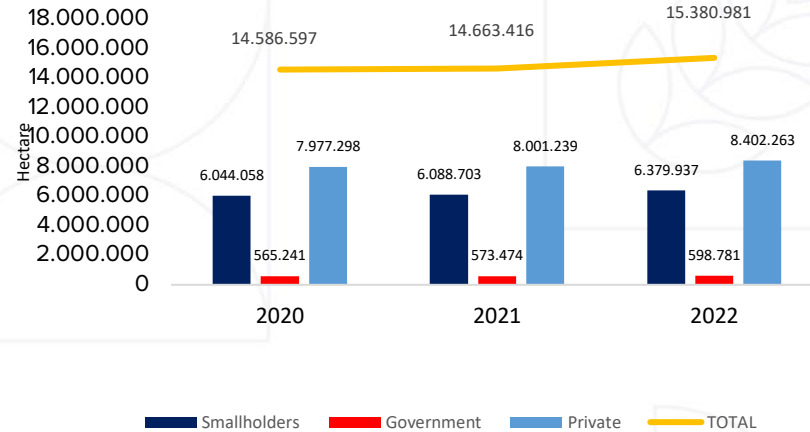
First Aid Training, Health Issues, AIDS, Drugs, Hip-hop Dance, Photography, Videography, Digital literacy, Self Discovery, Dress for Success, Money Minded, Business Model Canvas, 7 Goods Habits, etc.



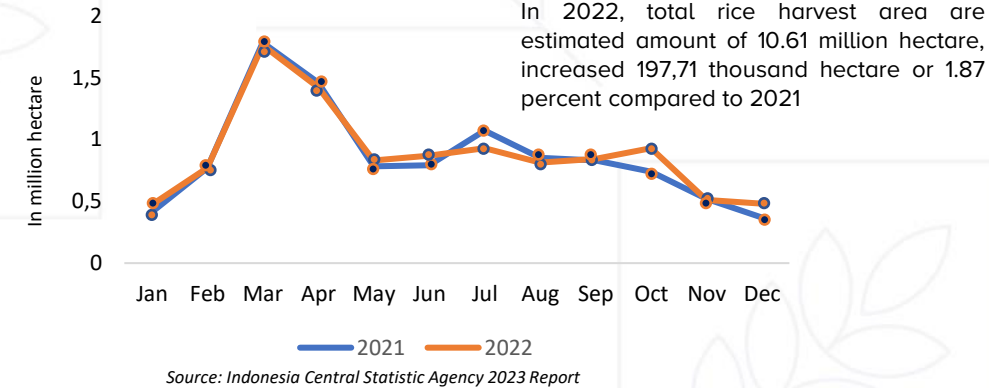
GDP vs Agriculture Sector Growth



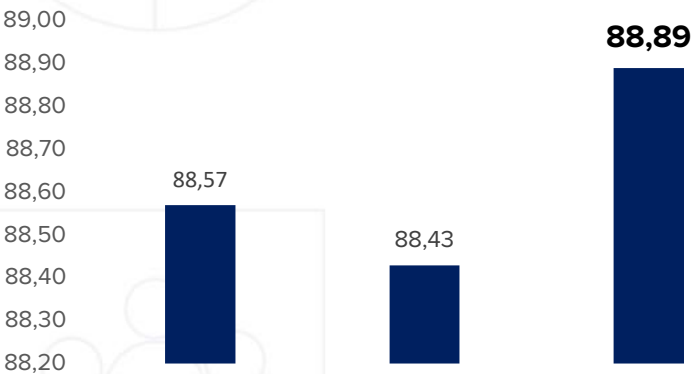
Palm Oil Plantation Area



Total Rice Harvest Area



Percentage Indonesia Workforce in Agricultural Sector



- ❑ "The burden on the agricultural sector is quite heavy, this sector must be able to provide food for 275 mio Indonesians. We are reminded (Henry Kissinger) not to be negligent in addressing food and energy matters, even though inflation in Indonesia is within controlled limits, the challenges of food supply in the future it's going to get tougher" (**Ma'ruf Amin, Vice President Republic of Indonesia**)
- ❑ "The government has allocated a food security budget of IDR 104.2 tio with a program focus on strengthening the agricultural sector and strengthening food reserves,"" (**Airlangga Hartarto, Coordinator Minister for Economics Affairs**)



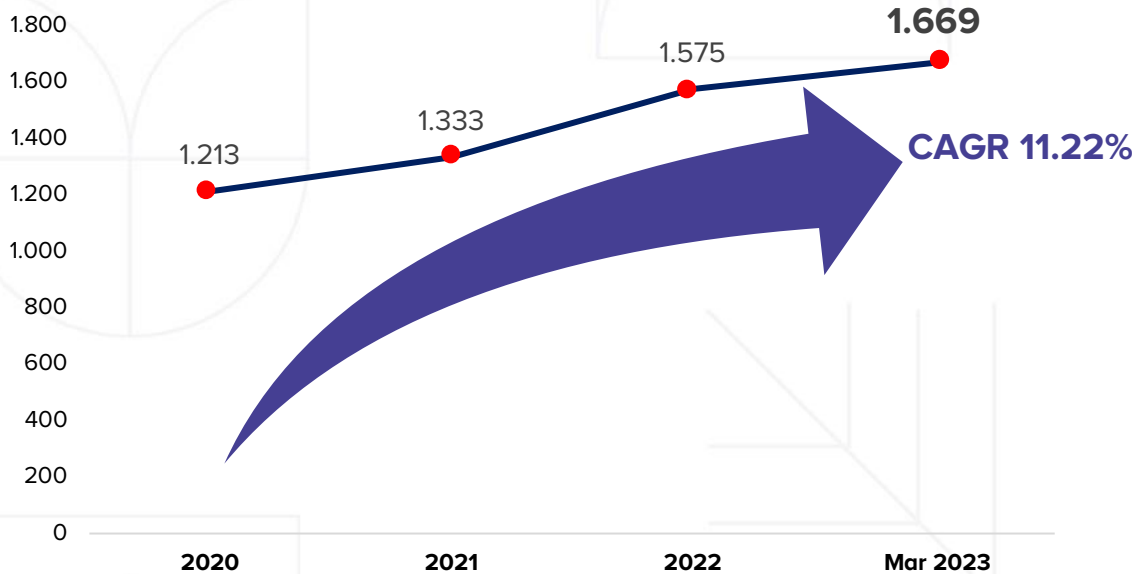
KEY POINTS

HUMAN RESOURCE PROFILE

PEOPLE FORCE

TRAINING CENTER

Number of Employees



*Include Non Staff

“DGW Group has Training Center facilities located at several points in Indonesia in order to product knowledge socialization for employees and farmers”



Dairi, North Sumatera



Jember, East Java



Lombok, West Nusa Tenggara



Magelang, Central Java

1

Enhancement Mulch Production Capacity & Future Product Development (2023)



SAS

CURRENT MACHINE CAPACITY :

- 120.000 kg / MONTH
- 1.200.000 kg / YEAR

ADDITIONAL MACHINE CAPACITY :

- 120.000 kg / MONTH / MACHINE
- 1.200.000 kg / YEAR / MACHINE

FUTURE PRODUCT DEVELOPMENT:

- POLYBAG / POLIBAG
- WATERDRIP HOSE / SELANG DRIP

• POLYBAG

• HOSE DRIP

2

New AI – Carbamate Plant At Cikande (2023)

- ❑ 2.000 metric tons/ year oxamyl & methomyl production.
- ❑ Factory built on 4.5 hectare surface area

3

NPK Factory at Dumai, Riau (Early 2025)

4

Expansion of Distribution from 10 Depos to 20 Depos (2023)



**BANGUN
SAHABAT
TANI**

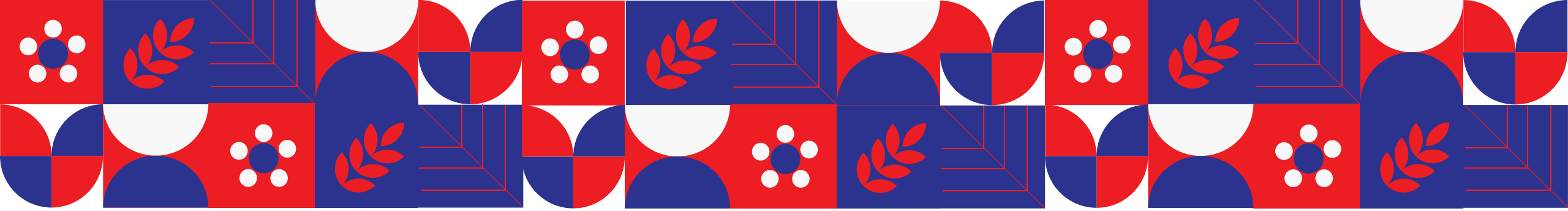


EXISTING DEPO



2023 DEPO PLAN





THANK YOU

