

## MIRA INFORM REPORT

<b>Report No. :</b>	533445
<b>Report Date :</b>	10.10.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	P.T. SYNERGY OIL NUSANTARA
<b>Registered Office :</b>	Jalan Raya Pelabuhan Kabil Km. 12.5, Kabil, Batam 29467, Kepulauan Riau Province
<b>Country :</b>	Indonesia
<b>Date of Incorporation :</b>	28.03.2006
<b>Com. Reg. No.:</b>	AHU-AH.01.03-0111841
<b>Legal Form :</b>	P.T. (Perseroan Terbatas) or Limited Liability Company
<b>Line of Business :</b>	Edible Oil Refinery Industry
<b>No. of Employees :</b>	140

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	A
------------------------	---

Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but Correct
<b>Litigation :</b>	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Indonesia	A2	A2

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**INDONESIA - ECONOMIC OVERVIEW**

Indonesia, the largest economy in Southeast Asia, has seen a slowdown in growth since 2012, mostly due to the end of the commodities export boom. During the global financial crisis, Indonesia outperformed its regional neighbors and joined China and India as the only G20 members posting growth. Indonesia's annual budget deficit is capped at 3% of GDP, and the Government of Indonesia lowered its debt-to-GDP ratio from a peak of 100% shortly after the Asian financial crisis in 1999 to 34% today. In May 2017 Standard & Poor's became the last major ratings agency to upgrade Indonesia's sovereign credit rating to investment grade.

Poverty and unemployment, inadequate infrastructure, corruption, a complex regulatory environment, and unequal resource distribution among its regions are still part of Indonesia's economic landscape. President Joko WIDODO - elected in July 2014 – seeks to develop Indonesia's maritime resources and pursue other infrastructure development, including significantly increasing its electrical power generation capacity. Fuel subsidies were significantly reduced in early 2015, a move which has helped the government redirect its spending to development priorities. Indonesia, with the nine other ASEAN members, will continue to move towards participation in the ASEAN Economic Community, though full implementation of economic integration has not yet materialized.

Source : CIA

## **NAME OF COMPANY**

**P.T. SYNERGY OIL NUSANTARA**

## **ADDRESS**

### Head Office & Factory

Jalan Raya Pelabuhan Kabil Km. 12.5  
Kabil, Batam 29467  
Kepulaun Riau Province  
Indonesia

Phones - (62-778) 711171 (hunting)  
Fax - (62-778) 711170  
Land Area - 116,246 sq. meters  
Building Space - 12,500 sq. meters  
Region - Industrial Zone  
Status - Rent

## **COMPANY SUMMARY**

### **Date of Incorporation :**

28 March 2006

### **Legal Form :**

P.T. (Perseroan Terbatas) or Limited Liability Company

### **Company Reg. No. :**

#### The Ministry of Law and Human Rights

- No. C-11958 HT.01.01.TH.2006  
Dated 26 April 2006
- No. AHU-45249.AH.01.02.Tahun 2008  
Dated 28 July 2008
- No. AHU-AH.01.10-23425  
Dated 12 June 2013
- No. AHU-AH.01.03-0111841  
Dated 16 August 2018

### **Company Status :**

Foreign Investment (PMA) Company

### **Permit by the Government Department :**

#### The Department of Finance

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

NPWP No. 02.538.114.6-217.000

The Capital Investment Coordinating Board

- No. 322/I/PMA/2006  
Dated 22 March 2006
- No. 492/III/PMA/2006  
Dated 21 April 2006

**Related Companies :**

- a. FELDA IFCO SDN BHD., Malaysia (Investment Holding)
- b. P.T. IFFCO INDONESIA (Trading and Distribution of Consumer Goods)
- c. TH INDO INDUSTRIES SDN BHD., Malaysia (Investment Holding)
- d. P.T. TABUNG HAJI GAMBUT PLANTATION (Palm Oil Plantation)
- e. P.T. TH INDO PLANTATION (Palm Oil Plantation and Processing)

## **CAPITAL AND OWNERSHIP**

**Capital Structure :**

- Authorized Capital - US\$ 19,600,000.-
- Issued Capital - US\$ 19,600,000.-
- Paid up Capital - US\$ 19,600,000.-

**Shareholders/Owners :**

- a. FELDA IFFCO SDN BHD - US\$ 9,800,000.-**  
Address : Lot 596, Lebu Raja Lumu  
Pandamaran Industrial Estate  
42009 Port Klang, Selangor Darul Ehsan  
Malaysia
- b. TH INDO INDUSTRIES SDN BHD - US\$ 9,800,000.-**  
Address : Lot 596, Lebu Raja Lumu  
Pandamaran Industrial Estate  
42009 Port Klang, Selangor Darul Ehsan  
Malaysia

## **BUSINESS ACTIVITIES**

**Lines of Business :**

Edible Oil Refinery Industry

**Production Capacity :**

- a. RBD Palm Oil - 98,000 tons p.a.
- b. RBD Palm Stearin - 84,000 tons p.a.
- c. RBD Palm Olein - 286,000 tons p.a.
- d. PFAD - 27,000 tons p.a.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**Total Investment :**

- a. Equity Capital - US\$ 4.5 million
- b. Loan Capital - US\$ 2.1 million
- c. Total Investment - US\$ 6.6 million

**Started Operation :**

April 2007

**Brand Name :**

None

**Technical Assistance :**

None

**Number of Employee :**

140 persons

**Marketing Area :**

Export - 100%

**Main Customers :**

- a. Cooking Oil Industries
- b. Margarine Industries
- c. Soap Industries
- d. Etc.

**Market Situation :**

Very Competitive

**Main Competitors :**

- a. P.T. ASIANAGRO AGUNG JAYA
- b. P.T. MULTIMAS NABATI ASAHAN
- c. P.T. SALIM IVOMAS PRATAMA Tbk
- d. P.T. SMART Tbk

**Business Trend :**

Growing

## ***BANKER, AUDITOR & LITIGATION***

**Bankers :**

- a. P.T. Bank KESAWAN  
Komp. Jodoh Square Blok A2 & 3  
Jalan Raya Ali Haji Sei Jodoh  
Batam 29453, Indonesia
- b. Hongkong and Shanghai Bank Corp. (HSBC)

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

Jalan Rasamala 1 Batam Industrial Park  
Muka Kuning, Batam 29433  
Indonesia

**Auditor :**  
Internal Auditor

**Litigation :**  
No litigation record in our database

## **FINANCIAL FIGURE**

**Total Revenue (estimated) :**

2015 – Rp. 357.0 billion  
2016 – Rp. 378.4 billion  
2017 – Rp. 401.0 billion  
2018 – Rp. 210.0 billion (January – June)

**Net Profit (estimated) :**

2015 – Rp. 29.4 billion  
2016 – Rp. 30.2 billion  
2017 – Rp. 32.0 billion  
2018 – Rp. 16.8 billion (January – June)

**Payment Manner :**

Slow but correct

**Financial Comments :**

Fairly strong

## **KEY EXECUTIVES**

**Board of Management :**

President Director - Mr. Sen Anurag  
Directors - a. Mr. Richad Kastilani  
b. Mr. Zamri Bin Kamal

**Board of Commissioners :**

President Commissioner - Mr. Syed Rizwan Ahmed  
Commissioners - a. Mr. Purnendu Rajeshwar Thakore  
b. Mr. Shabeer Hussain

**Signatories :**

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

President Director (Mr. Sen Anurag) or one of the Directors (Mr. Richad Kastilani or Mr. Zamri Bin Kamal) which must be approved by Board of Commissioners

## **CAPABILITIES**

### **Management Capability :**

Good

### **Business Morality :**

Good

## **OVERALL PERFORMANCE**

P.T. SYNERGY OIL NUSANTARA (P.T. SON) was established in Batam Island based on notary deed of Mrs. Yulianistri, SH., No. 80 dated March 28, 2006 with an authorized capital of US\$ 1,600,000 entirely was issued and fully paid up. The founding shareholders of the company are ASIA PACIFIC INVESTMENT HOLDING Ltd., of Malaysia (98%) and Mr. Hiew See Keong, a Malaysian businessman (2%). The company notary deed had been changed frequently. In April 2006, notary deed of Mrs. Yulianistri, SH., No. 26, the authorized capital was raised to US\$ 4,500,000 entirely was issued and fully paid up. Concurrently, the founding shareholders pulled out and the whole shares are sold to TH ESTATES (HOLDINGS) Sdn. Bhd., of Malaysia (51%) and PROMISED RESULT INVESTMENTS HOLDINGS Ltd., of British Virgin Island (49%).

Later based on notary deed of Mrs. Yulianistri, SH., No. 48 dated May 31, 2008 the authorized capital was raised again to US\$. 7,000,000 entirely was issued and fully paid up. Later according to revision of notary deed Mr. Ivan Gelium Lantu, SH., no. 01 dated 1 May 2013 the company authorized capital was increased to US\$ 19,600,000 wholly issued and paid up. With this development the composition of its shareholders has been changed to become FELDA IFFCO SDN BHD., (50%) and TH INDO INDUSTRIES SDN BHD., (50%). The latest based on revision notary deed Mrs. Putri Yuris Pratiwi, SH., no. 02 dated 9 August 2018 the shareholders approved changed the board of director and commissioner of the Company. The amendment was approved by the Ministry of Law and Human Rights in its decision letter No. AHU-AH.01.03-0111841 dated August 16, 2018.

P.T. SON was established in frame work Foreign Capital Investment (PMA) to deal with edible oil refinery by manages a plant located in Kabil Industrial Estate, Batam, Riau Island Province standing on 116,246 sq. meters. This company has been running since mid 2007, by processing crude palm oil (CPO) to RBD palm oil, RBD palm oil, RBD palm oil and PFAD. Total investments invested by the company reached US\$ 6.6 million consisting of US \$ 4.5 million from company's capital and the remaining comes from loans. We noticed that this company in development of this project obtained support of the Government of Malaysia which continues to develop its business on the Batam Island. According to Minister in the Administration of Prime Minister of Malaysia, Dato 'Dr. Abdullah Md Zein, the concentration of Malaysia investment specialized in derivative products was located in Batam, because its strategic position, facilities and infrastructures in supporting large industries have been also already available in Batam.

Currently P.T. SON produced as many as 1,500 tons CPO derivative per day which its h raw materials in the form of CPO from Malaysia. The whole basic material like crude palm oil (CPO) obtained from sister company P.T. TH

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

INDO PLANTATION which has 30,000 hectares of oil palm estate in the nearby Riau Island, also refines oil from SIME DARBY Group, P.T. PERKEBUNAN AGRINTARA and other private palm oil companies. In October 2011, P.T. SUN plans to expand its palm oil refinery capacity in Batam to 645,000 tons a year from the current annual output of 500,000 tons. Currently, P.T. SON exports some 95% of its output to the Middle East, India, Bangladesh and Europe while the balance 5% of the refined edible oil is sold in Indonesia and Malaysia. The company products uses HAYAT brand mostly exported to overseas and the rest (5%) marketed locally especially in Batam area only. We observe the operation of P.T. SON has been growing and developing well in the last three years.

We believe that the short term outlook of crude palm oil ("CPO") price is stable as the expected increase in production is balanced out by strong growth in demand. In the medium to long term, Indonesia will continue its replanting efforts to double current yields while driving efforts to fulfill its commitment on the usage of palm oil as a source of renewable fuel. We, therefore, continue to be confident about the future of palm oil as it is the most economical vegetable oil with the highest yield and widest range of uses. The United Nations in its Sustainable Development Goal (SDG) 2 stated that food production needs to increase to ensure sufficient food supplies for an additional two billion people expected by 2050. Palm oil is the best potential to fulfill the rising demand and will remain the number one choice of vegetable oil to meet both food and non-food demands. However, this should be supported by the government policy in economy directing to economic progress. Indonesia's economy has performed higher than the average of Southeast Asian economy. The strong domestic consumption is the fundamental factor in the economy. The main business players in cooking oil business are SMART (SINAR MAS Group) under cooking oil brands of FILMA, KUNCI MAS; the SALIM Group through P.T. SALIM IVOMAS PRATAMA under cooking oil brand of BIMOLI; the MUSIM MAS, WILMAR Group and others.

We expect GDP (Gross Domestic Product) is continuing to increase steadily. Although some political turbulence may lie ahead due to the 2019 elections, Indonesia's long term economic potential is highly promising as the working-age population is projected to increase sharply up to 2020, which we expect will be accompanied by improvements in skill, attitude and education to create a productive and prosperous society.

**Table of Indonesian Economic Indicators from 2014 to 2017**

Indonesian Economic Indicators	Units	2014	2015	2016	2017
Gross Domestic Product (PDB)	Trillion Rupiah	8,565	8,983	9,433	4,850
GDP Nominal	Trillion Rupiah	10,570	11,532	12,407	6,592
GDP Nominal per Capita	Thousand Rupiah	41,916	45,141	47,957	25,172
Population	Thousand	252,165	255,462	258,705	261,891
Number of Households	Thousand	64,767	65,582	66,385	67,173
Primary Energy Supply	Thousand BOE	1,241,900	1,243,912	1,249,602	576,497
Primary Energy Supply per Capita	BOE/Capita	4,92	4,87	4,83	2,20
Final Energy Consumption	Thousand BOE	860,131	833,326	751,273	387,554
Final Energy Consumption per Capita	BOE/Capita	3,41	3,26	2,90	1,48

Until this time P.T. SON has not been registered with Indonesian Stock Exchange, so that they had not obliged to announce their financial statement. The management of P.T. SON is very reclusive towards outsiders and

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

rejected to disclose its financial condition. We estimated that total sales/turnover of the company in 2015 amounted to Rp. 357.0 billion increased to Rp. 378.4 billion in 2016 rose to Rp. 401.0 billion in 2017. As from January to June 2018 the sales turnover has reached at least Rp. 210.0 billion with a net profit at least Rp. 16.8 billion. It's projected the sales turnover will be higher by at least 5% in 2019. It's estimated the company has total networth of at least Rp. 183.0 billion. So far, we did not heard that the company having been black listed by the Central Bank (Bank Indonesia). The company usually pays its debts punctually to suppliers.

The management of P.T. SON is led by Mr. Sen Anurag (50) as president director of Singapore with experienced in edible oil refinery industry. The company's management commands a very good reputation in edible oil refinery. The company's management is handled by a number of expert staffs in the above business. They have wide relations with private businessmen within and outside the country. So far, we did not hear that the management of the company being filed to the district court for detrimental cases or involved in any business malpractices.

The company's litigation record is clean and it has not registered with the black list of Bank of Indonesia. We believed that P.T. SYNERGY OIL NUSANTARA is sufficiently fairly good for business transaction.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 74.10
UK Pound	1	INR 96.99
Euro	1	INR 85.11
IDR	1	INR 0.0049

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

Analysis Done by :	NIS
Report Prepared by :	SYL

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)