



## Company Profile

**Great Flour Great Life**

The partnership formed by FKS Group from Indonesia, Malayan Flour Mills from Malaysia and Japan's Toyota Tsusho has created the region's most advanced milling company, **PT Bungasari Flour Mills Indonesia.**



# About Us

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In recent years, Asia Pacific consumers have begun a major shift in food preferences and dramatically increased their demand for wheat-based products. In response, three giants of Asian industry have allied to bring a new level of quality, variety and reliability to this expanding market in Indonesia and the neighboring countries.

The partnership formed by FKS Group from Indonesia, Malayan Flour Mills from Malaysia and Japan's Toyota Tsusho has created the region's most advanced milling company, PT Bungasari Flour Mills Indonesia.

The partners bring many decades of experience and knowledge to the venture. The milling plant in West Java features the most advanced technology and world class research facilities. World leading experts have been recruited and operate this state-of-the-art plant to produce an exciting range of innovative products at a consistent quality level that has set a new benchmark for the industry.

This strong partnership, our leading edge facilities, our positioning at a deep water access port and our network assure our customers and associates that we can reliably deliver global class services and products.

Bungasari is not just another flour mill, it is an innovator in what has been a traditional business. Driven by research and development and equipped with leading edge technology, we source only the best wheat available to produce not just superior quality products, but improvements in nutritional and health benefits also. We will play a significant role in creating a healthier Indonesia.

Our growing family of experts bring passion and integrity to every aspect of Bungasari operations to ensure we remain in touch with the needs and expectations of our customers and so stand out as the premium wheat flour producer in the industry.

# Company Overview



## Vision

To be Indonesia's most prominent flour milling business

## Mission

Bringing a better life to all by creating value for our customers

## Our Values

### Passion

Pulling our hearts and minds into our work in a culture of teamwork, common focus and drive to be the best

### Quality

Going beyond customer's expectations with regard to quality and food safety in our products and services

### Integrity

Acting honestly without compromising the truth

### Innovation

Using creative ideas to inspire the way we do business and add value for our customers

### Commitment

Delivering on our promise to implement initiatives which will benefit our customer, the community, employees and shareholders



<b>Company Name</b>	PT BUNGASARI FLOUR MILLS INDONESIA
<b>Line of Business</b>	Wheat Flour Milling (production and sales)
<b>Location</b>	<ul style="list-style-type: none"> <li>• Cigading Port, Cilegon, Banten, West Java</li> <li>• Tallasa City, Makassar, South Sulawesi</li> <li>• Kawasan Industri Medan 4, North Sumatera</li> </ul>
<b>Area</b>	approx. 20 ha (leasehold)
<b>President Director</b>	Budianto Wijaya
<b>Commenced Operation</b>	August 2014

### Production Capacity

**3,900 M/T**  
per day

**1,000,000 M/T**  
per year (Wheat Flour base)

**1,300,000 M/T**  
per year (Wheat Base)

**Annual Revenue (approx.)**  
**5 trillion Rupiah** (estimated)



## Shareholder Overview



### FKS FOOD & INGREDIENTS (40%)

FKS Group is one of the leading grain and feed importers, processors and distributors in Indonesia with a strong reputation in the local and international soft commodity trade.

[www.fksgroup.com](http://www.fksgroup.com)



### Malayan Flour Mills Berhad

### MALAYAN FLOUR MILLS BERHAD (30%)

MFM Group is a pioneer in the flour milling industry in Malaysia and has achieved significant growth by launching flour mills in the developing Vietnamese market. They are also well established in poultry processing and feed trading in Malaysia.

[www.mfm.com.my](http://www.mfm.com.my)



### TOYOTA TSUSHO CORPORATION (30%)

Toyota Tsusho Corporation is one of the core business holdings of the Toyota Group Company which has seven multi-national business divisions delivering US\$72bil in revenue and US\$932mil in net profit.

[www.toyota-tsusho.com](http://www.toyota-tsusho.com)

# Factory Location & Distribution

Indonesia is an archipelago of thousands of islands. Here, more than perhaps anywhere else in the world, strategic location is one of the essential factors to ensure reliability, sustainability and consistency in production and distribution.

PT Bungasari Flour Mills Indonesia divides activity between several strategic locations.

These key locations ensure efficient distribution to customers nationwide.



## Milestones

Bungasari was established



February 2012

Factory ground breaking in Cilegon



July 2012

Our branch in Medan was established



Mid 2012

Our first production activity



August 2014

Bungasari Innovation Center was established



September 2014

Positioned here in the geographic and commercial center of Indonesia's two major economic corridors, Java and Sumatra, we ensure that our distributors and trading partners nationwide are readily accessible. Distribution has been expanded to cover more than 45 cities which establishes Bungasari as a leading manufacturer in a growth industry.



To educate and engage with our customers, Bungasari offers cookery classes at the popular Bungasari Innovation Center, conveniently located near the company headquarter in Jakarta.



Production facilities are located in the port area of Cilegon, Medan and Makassar with ready access to port facilities for the importing of raw materials and shipping of finished products.



Company Headquarters are logically located in the heart of the country's commercial capital, **Jakarta**.



Bungasari has modern depot facilities in **Jakarta, Medan, Pontianak, Surabaya, and Banjarmasin**.

Our 1st product launch



October 2014

The launch of 3 types consumer product varieties



April 2015

The launch of our Super Premium product



November 2016

Bungasari Cilegon 2<sup>nd</sup> phase factory facilities launch



October 2019

The Launch of Premix & Bran Series Product varieties



October 2019

Bungasari Medan & Makassar factory facilities launch



December 2020

More than 200 product SKUs



We are now

# Bridging the Gap

## Indonesia's Flour Industry

Current Local Standards



Increasing Market Needs

Bungasari's unique competences:

- Innovation
- Technology
- Research

Service

Quality

Price

## We bridge the gap with our unique competence

Analysis of the current Indonesian market clearly identifies the role that Bungasari will play. The gap between current local standards and those in the more developed markets, such as Japan, will be bridged by our commitment to innovation, technology, research and quality.

As the growth in the flour market and Indonesia's economic development continue, there will be

increasing demand for better quality product and higher service levels, while maintaining a fair consumer price offering.

Bungasari has, from inception, been positioned to meet and exceed this demand.

## Beyond Indonesia



The siting of our plant in the port area of Cilegon gives us a ready sea corridor to the entire Asia Pacific region.

The Cilegon mill site offers advantages that include:

- Deep water port
- Economy of scale
- Efficient processing and production
- Low materials cost

Export to our regional neighbours in Southeast Asia, the Far East and the Pacific Islands, is a key element of our strategy for growth.



# Ready for the Future



To be Indonesia's most prominent flour milling business – that is the vision that drives us in everything we do. We believe there are 4 key elements to consider.

## Our Customer

To make our vision reality, we must begin with the most important person, our customer. Each one is unique in their own way and we are continuously researching to learn where we can increase our engagement with them. Through our test kitchens and our online activities, we interact with them personally to be sure we understand their needs and preferences.

## Innovation

Our R&D staff and the leading edge facilities we have equipped them with, are the drivers of our business. While still a young company, we have developed over

more than 200 product SKUs including flours for making bread, noodles, pastries, cakes, snacks, cookies, crackers, fried foods and many others.

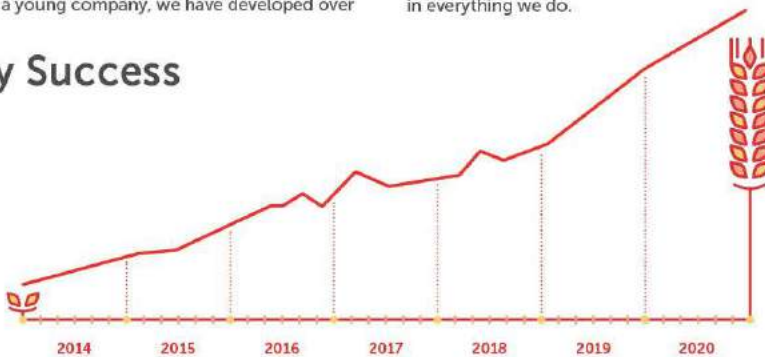
## Our People

We nurture a corporate culture that emphasizes the importance of quality in every aspect of our business, not just food production, but commercial dealings also. In this our critical asset is our people and we maintain training and support systems that generate pride in what we achieve together and the difference we can make.

## Our Technology

From the beginning, we set technological standards that are in advance of the industry norm. We know that to achieve our goals we cannot view wheat and flour in the traditional sense as "commodities", but we must innovate in everything we do.

## Early Success



While new to the market, Bungasari is growing at a faster rate than any of the established competitors. This is a clear signal that our vision is achievable.

# Getting the Basic Right for a Bright Future



Our production technologies have set the new benchmark for the industry



## Location

Our factories strategic locations in Cilegon, Medan and Makassar are ideal for sustainable domestic and export markets.

## Technology

We have reset the industry benchmark for technology in every production stage with differentiated milling lines and blending technology.

## Procurement

Following the world's best practice standards, we maintain transparent and cost effective processes for wheat procurement.

## Financial Strength

We have a strong financial base supported by three established shareholders who bring years of market experience to the partnership.

## Marketing & Sales

In addition to a dedicated and results driven salesforce, we are continuously improving a marketing communications programme that includes consumer and trade advertising, public relations, promotions and sales. Maintaining close and active relationships with our distributors ensures our communications reach every level, from major trading partner to the most remote village store.



## Corporate Culture

Recognizing and embracing shared values, attitudes, standards and beliefs that characterize the company goals.



# Our Products

Our passion for quality and innovation has so far created a range of over 200 international quality products. Some are packaged to allow home cooks to easily create new, delicious and nutritious dishes for the family to enjoy. Commercial kitchens now have a greater choice of high quality flours specifically developed and packaged for their needs. Our wheat by products are manufactured with the same drive for quality and provide specialized, high value products for the fishing, farming and other industries.

## Bread, Pastry and Noodle



**Hikari Kuning** 25 KG  
**Hikari Biru** 25 KG  
**Krakatau** 25 KG  
**Golden Eagle** 25 KG & 1 KG  
**Golden Crown** 25 KG  
**Kabuki Gold** 25 KG & 1 KG  
**Kabuki Biru** 25 KG & 1 KG

## Multipurpose



**Bola Salju** 25 KG & 1 KG  
**Gelang Berlian** 25 KG  
**Jawara** 25 KG & 1 KG  
**Bola Merah** 1 KG

## PREMIX for Bread & Cake

10 KG & 1 KG



**Hana Chiffon Cake Mix**  
**Hana Sponge Cake Mix**  
**Hana Pound Cake Mix**  
**Hana Brownies Mix**

## Cake, Cookies, Biscuit



**Niji** 25 KG & 1 KG  
**Hana Biru** 25 KG  
**Hana Emas** 1 KG



**Hana Muffin Cake Mix**  
**Hana Swiss Roll Cake Mix**  
**Golden Eagle Donut Premix**  
**Golden Eagle Multigrain Bread Mix**

## By-products

We also provide high quality wheat by products to meet the diverse needs of animal, aquaculture and other industries



**Ayaka** 25 KG  
**Bunga Kamelia** 25 KG  
**Ikan Hiu** 25 KG  
**Kiwi** 25 KG  
**Ikan Hiu** 25 KG  
**Ikan Nila** 25 KG

## Bakery Specialty Products



**Fine Bran** 1 KG  
**Coarse Bran** 1 KG  
**Semolina** 2.5 KG  
**Whole Wheat** 2.5 KG

# Great Flour Great Life

## PT BUNGASARI FLOUR MILLS INDONESIA

### Head Office

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### Innovation Center

Jl. Prof. DR. Satrio No. 298  
Karet Kuningan, Setiabudi, Jakarta 12940, Indonesia  
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Depur Inovasi Bungasari

[www.bungasari.com](http://www.bungasari.com)

### Cilegon Factory

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Tegal Ratu Ciwandan District, Cilegon Banten 42445, Indonesia  
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### Makassar Factory

Kawasan Pergudangan dan Industri Parangloe Indah,  
Jl. Ir. Sutami No.38, Tallassa City, Kec. Tamalanrea,  
Makassar, Sulawesi Selatan, 90244, Indonesia  
P. +62 411 4742 717

### Medan Factory

Kawasan Industri Medan 4,  
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