

PUBLIC EXPOSE

PT DELTA GIRI WACANA TBK

3 December 2024



**PRESENTATION
MATERIAL**

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1 | EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

About the Company

PT Delta Giri Wacana Tbk was established in 2001 as a company operating in the agrochemical sector. The establishment was marked by the launching of pesticide product under the Supremo brand. Within **two decades** of its founding, DGW has emerged as one of a **comprehensive and integrated provider of farming solutions in Indonesia** helping over than 10 millions of farmers through its wide-range product.

Vision & Mission

Vision

To Enhance Rural Economy Through Technology

Mission

Providing solutions to farmers and becoming the market leader in agricultural input business

4 Main Business Pillars with Diversified Products

Pesticides



Fertilizers



Farming Tools & Equipment



Distribution

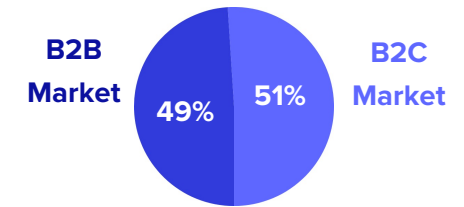


Key Features

1 One-stop Solution for Farmers

Agrochemicals
Fertilizers
Farming Tools & Equipment
Distribution

2 Widespread Distribution



3 People Force & Empowerment

>1,000 — Agronomists

9 — Training Centers

4 Digitalization

Technological Innovation and adoption in:



Sales Force Automation
Distribution Platform



DGW Solutions
Customer Engagement &
Retention Apps.



DGW Mobile
Demand Creation Platform

2 | OVERVIEW

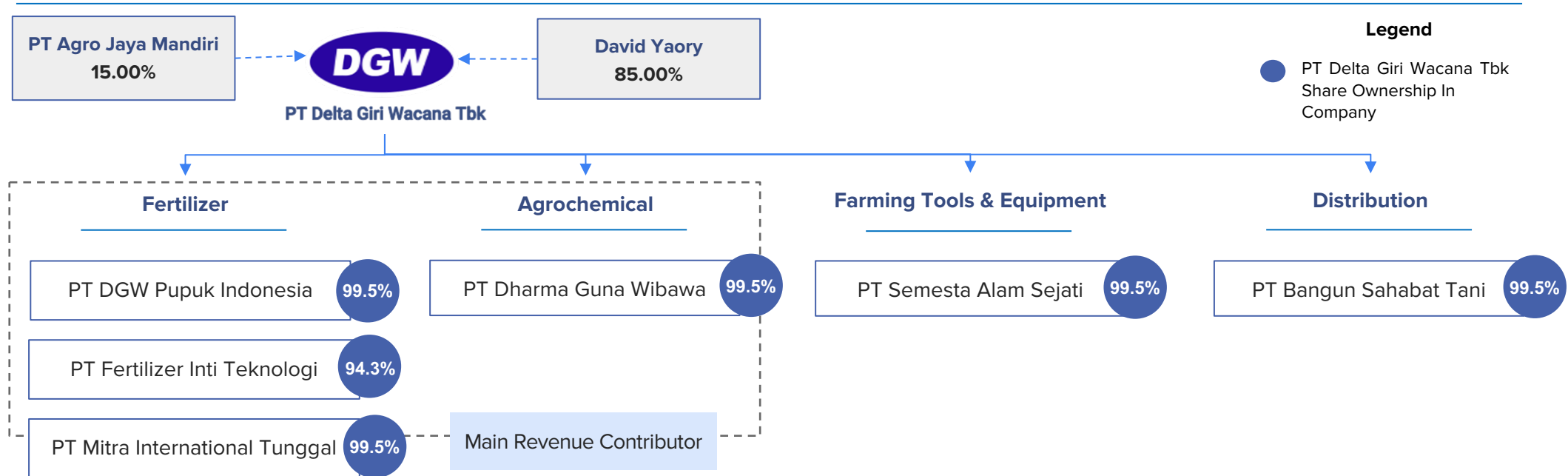
COMPANY PROFILE

DGW is the leading national food security company with vast agricultural products catering for both small holders and plantation markets

Operational Highlights

- **Number Of Employees:** 1,568 employees (Company and Subsidiaries Per June 2024)
- **Exposure:** Vast customer base of 10 million farmers (direct and retailer approach); ± 30% coverage of Indonesia’s total farmers
- **Distribution:** Company has a vast distribution channel spread over 7,000 kiosks across all provinces in Indonesia

Group Structure



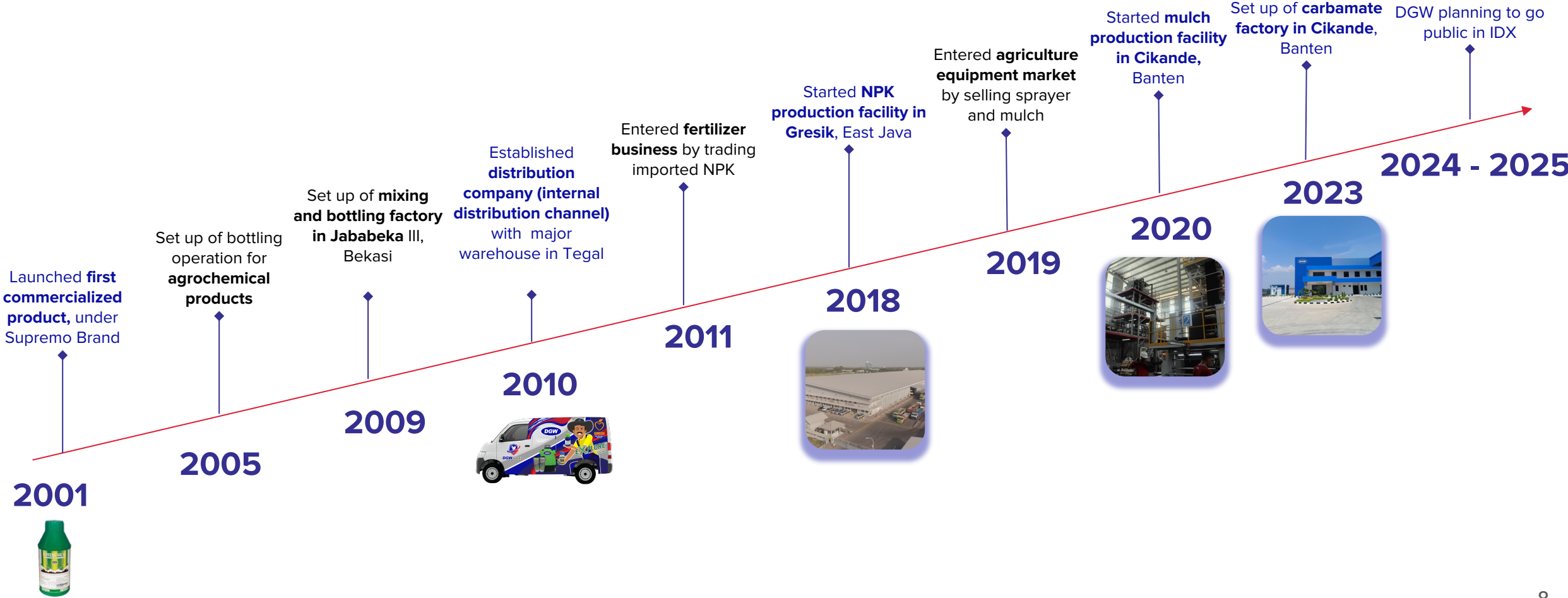
COMPANY MILESTONES

For more than two decades since its establishment, DGW Group has grown rapidly, as reflected in the expansion of the company’s business pillars and the increase in revenue across all business pillars.



Indonesia Stock Exchange

DGW planning to go public in IDX



COMPANY MANAGEMENT TEAM

DGW has a well experienced and seasoned senior management team with ample experience within both agricultural and other complementary industries

Board of Directors



David Yaory | President Director

Received an MBA from Ross Business School, University of Michigan with previous experience as a consultant in McKinsey and actively involved investor in EV, Logistics & Fin-Tech



Danny Jo Putra | Director

Received an MBA from ITB Business and Management School with prior experience as a consultant in PWC and professional experience within finance & accounting practices in various multinational companies



Yody Suganda | Director

Received a Bachelor of Science from Purdue University and an MBA from Hong Kong University of Science and Technology. Previously, Mr Yody was a Management Consultant at BCG and Director at Shopee Indonesia



Arbi Munandar | Director

Received a Bachelor Degree majoring in Accounting from Tarumanagara University with professional experience within finance & accounting practices in various multinational companies



Muk Kuang | Director

Received Master Management in Strategy & Execution at Binus Business School with professional experience in Organizational Effectiveness across various multinational and local conglomerate companies

Board of Commissioners



Widagdo Hendro Sukoco | President Commissioner

Received an Applied Bachelor from AKABRI Darat Korps Zeni in 1984. Previously, Mr Widagdo was Special Staff of the KASAD.



Pending Dadih Permana | Independent Commissioner

Received a Master of Economics from University of Gajah Mada in 2008. Previously, Mr Pending was Director General of PSP of Minister of Agricultural Environment.

COMPANY PRODUCTION FACILITIES

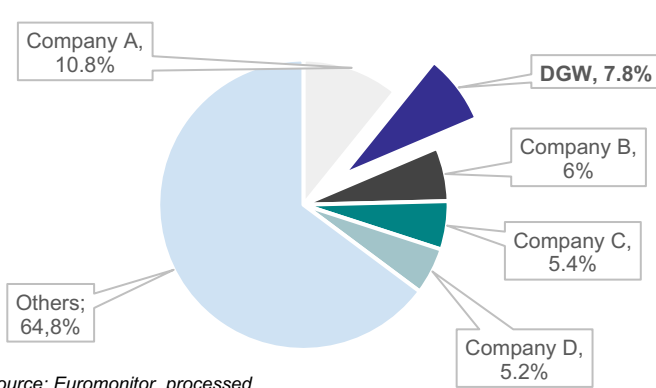
DGW has a vast production network with major future development plans to increase and further both its production and reach

Production Highlights



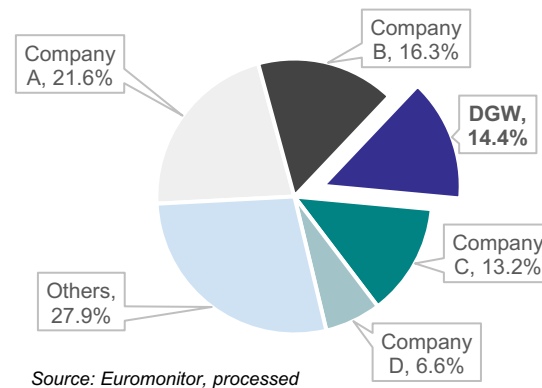
COMPANY POSITIONING

Market Leader in Pesticide and Premium Fertilizer Industry in Indonesia



2nd biggest in pesticide industry in 2023

- Focused on premium free market segment 80% and 20% corporate segment



3rd biggest in premium fertilizer industry in 2023

- Top 5 players hold 72.1% market share
- Focused on premium segment supporting higher-quality plant growth and yields

High Barrier to Entry

1. Branding
2. Logistical Issues
3. Large Investment Requirements
4. Regulatory Hurdles

3 | COMPETITIVE ADVANTAGES

COMPETITIVE ADVANTAGES

DGW as a leading national food security company, offers a variety of advantages which may help distinct itself from its competitors as follows

Vision: To Enhance Rural Economy Through Technology

One Stop Solution

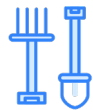
1. One-stop Solution Farmers



Pesticides



Fertilizers



Farming Tools and Equipment

Widespread Distribution

2. Wide Distribution Channel

Purveyor of both agrochemical and agricultural products to both farmers and corporate plantation consumers

Serving over 10 million or an estimated 30% coverage of Indonesia's farmers

People Force & Empowerment

3. Strengthened By A Skilled and Trained Work Force In Agronomy



>1,000 Well-trained Agronomists



Sizeable Company Workforce

Digitalization

4. Digitalization Processes To Ensure Efficient and Effective Control



Sales Force Automation Distribution Platform



Customer Engagement & Retention DGW Solution App







Demand Creation Team Management Platform

COMPETITIVE ADVANTAGES (1/2)

1. One stop solution for farmers

DGW offers a One-Stop Solution for Farmers and a Wide Distribution Channel for its consumers; enabling continued market growth and reach.

Business Pillars

Agrochemicals
DGW is currently the second biggest player with 8% of market share (by revenue size) in Indonesia.

Fertilizers
Within 5 years after the operation of its production facility in Gresik, DGW has been able to grow its business as the top-3 player in the premium fertilizer segment.

Farming Tools & Equipment
Providing farmers with high quality farming tools and supplies including automatic sprayer, hand sprayer and mulch.

Distribution
Overseeing estimated 7,000 stores with 2,500 direct distribution capacity across Indonesia.

2. Wide Distribution Channels

Approximately one-third of Group's total sales are distributed through its own distribution channels:



20+ — Warehouses spread nationally.

±7,000 — Kiosks spread nationally which caters for agricultural needs of more than 10 million farmers.

COMPETITIVE ADVANTAGES (2/2)

Through a strengthened work force in agronomy and applied digitization operation efforts, DGW able to provide its services in the most effective and efficient way

3. Strengthened By A Skilled and Trained Agronomist Sales

The company has the necessary skilled work force needed to operate the business and provide its services.

1. Over **1,000 Agronomists** support the business through **marketing efforts and means of education** and/or training to local farmers
2. The Company continuously maintain and develop its integrated learning and development program, which includes:
 - a. **Management Trainee Program**

The program develops future leaders through comprehensive training across operational and strategic areas, emphasizing sustainable agriculture practices and business operation within DGW Group
 - b. **Continuous Learning Program**

Facilitates continuous professional growth with workshops, training sessions, and e-learning, focusing on enhancing both soft and hard skills
 - c. **Agronomist Training**

The company conducts its socialization and/or training efforts to local farmers by method of **farmer meeting, big farmer meeting and Farmer Field Day**. Other methods may include the conduct of product demos directed to its farmers

4. Digitalization Processes To Ensure Efficient and Effective Control



Sales Force Automation

- Company is able to monitor the performance of its distribution channel and/or sales in real time Information is monitored from a central facility enabling management in decision making hence making process effective and efficient.
- The technology enables live tracking of company fleet, including real-time inventory outgoing, sales recognition and cash collection.



Demand Creation

- The application effectively & efficiently help to monitor daily agronomist activities across Indonesia
- The application allows strategic implementation of marketing initiatives to effectively reach the designated final customer



Customer Engagement & Retention

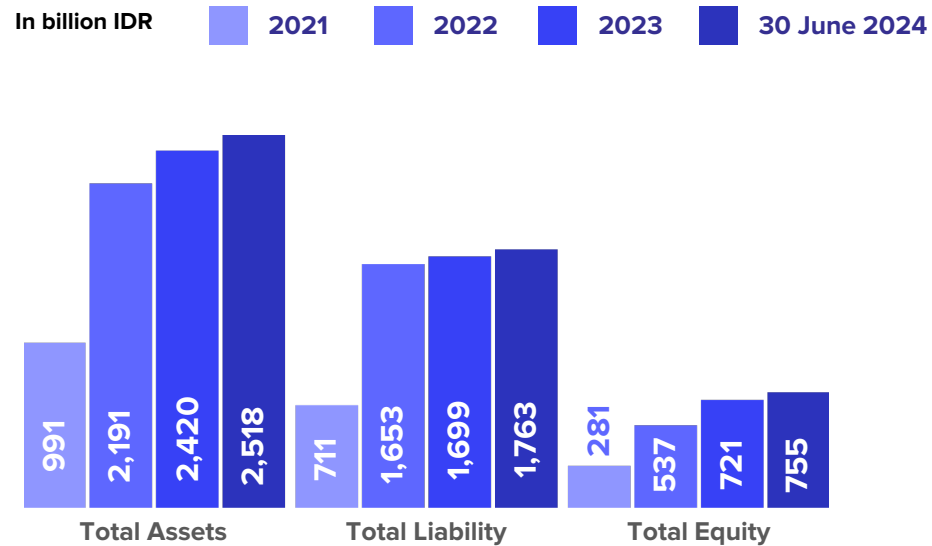
- This application is powered by AI, designed to help farmers identify plant diseases while also providing solutions
- The application allows direct interaction with its clients; i.e Q&A Services, Product Stocking Monitoring and also direct farming consultation with the Company's Agronomists if needed

4 | FINANCIAL HIGHLIGHTS

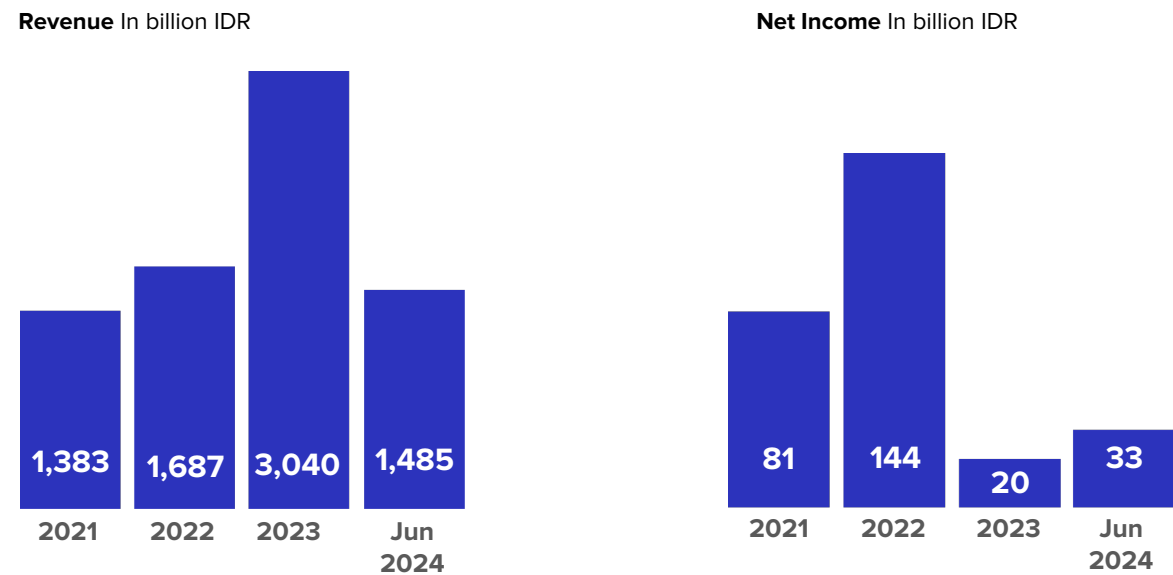
FINANCIAL HIGHLIGHTS (1/2)

The financial performance of the company throughout the years indicates that the company is relatively sizeable and profitable.

Financial Summary (2021-2023 and 30 June 2024)



Revenue and Net Income (2021-2023 and 30 June 2024)



Notes:

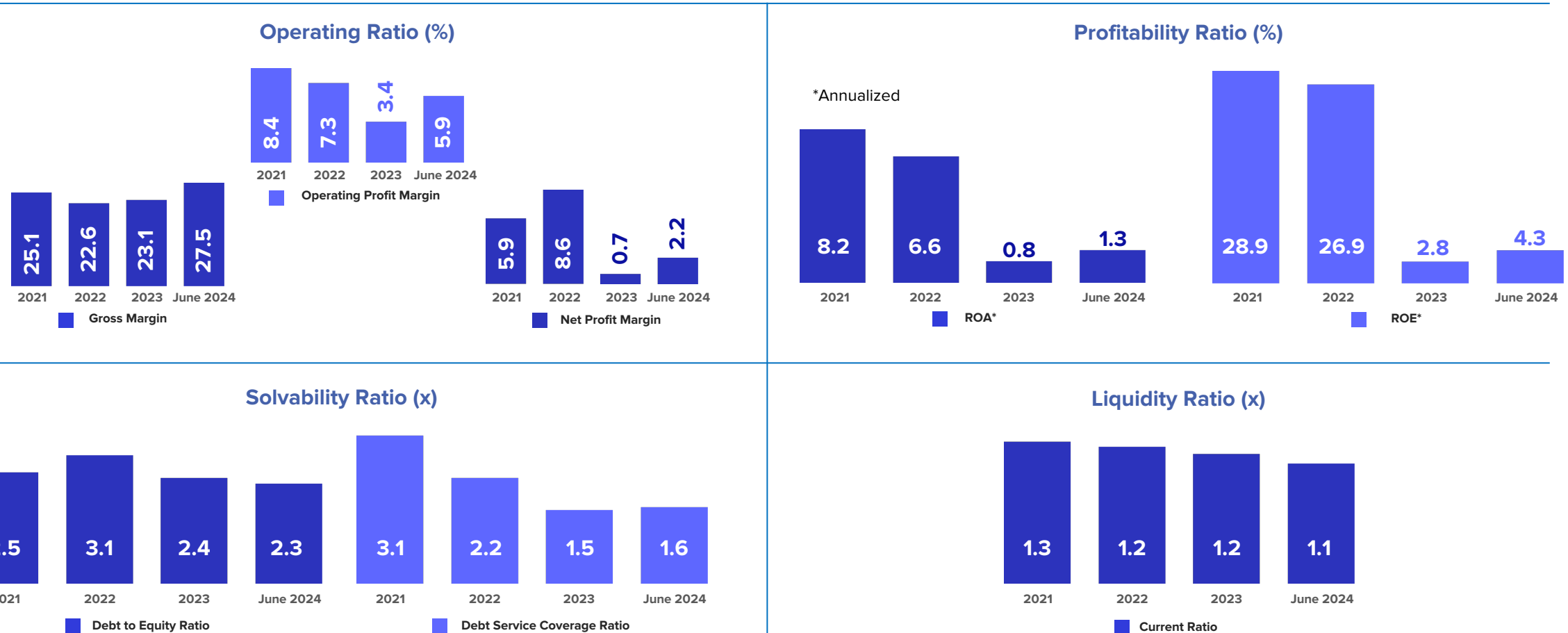
On Nov 30th, 2022 DGW acquires: PT DGW Pupuk Indonesia, PT Fertilizer Inti Technology and PT Bangun Sahabat Tani, all under PSAK 22 (Business Combination). The impact of the acquisition are:

1. Subsidiary's operation should be consolidated since the acquisition dates
2. Assets acquired at fair value (Public Appraisal report required).

FINANCIAL HIGHLIGHTS (2/2)

The financial performance of the company throughout the years indicates that the company is relatively sizeable and profitable.

Key Ratios



Source: Prospectus
 *Return on Asset: Laba (rugi) tahun berjalan/Total Aset pada akhir tahun atau periode berjalan
 Return on Equity: Laba (rugi) tahun berjalan/Total Ekuitas pada akhir tahun atau periode berjalan

5

INDICATIVE OFFERING SUMMARY

INDICATIVE IPO STRUCTURE

For the transaction, DGW is prepared to issue the following issuance structure with a targeted IPO size of Rp1,033 billion

Issuer	PT Delta Giri Wacana Tbk (“DGW” or “the Company”)
Offering Size	Up to 1,666,666,700 new shares or 25% of public float post-IPO
Indicative Offering Price Range	Rp420 – Rp620 per share
Target IPO Proceeds	Up to Rp1,033,333,354,000
Indicative Use of Proceeds	<ul style="list-style-type: none"> ● Around 54.7% for capital injection for the Company’s subsidiary, PT Fertilizer Inti Technology <ul style="list-style-type: none"> ○ Working Capital ○ Refinancing ● Around 8.9% for capital injection for the Company’s subsidiary, PT Dharma Guna Wibawa <ul style="list-style-type: none"> ○ Refinancing ● Around 33.1% for the Company’s: <ul style="list-style-type: none"> ○ Working capital for Pesticide production ○ Capital expenditure for enhancing production capacity of pesticides factory in Cikande, Banten ○ Refinancing ● The remainder of proceeds will be deposited by the Company to PT Semesta Alam Sejati in the form of capital participation to provide working capital for PT Semesta Alam Sejati which will be used for the planned purchase of raw materials for making agricultural equipment
Financial Statement	Audited 30 th June 2024
Target Listing Date	January 2025
Listing Venue	Indonesia Stock Exchange (“IDX”)

UNDERWRITERS AND SUPPORTING PROFESSIONAL

For this transaction, a total of three Joint Lead Underwriters and the following corresponding institutions will help aid in the successful issuance of the IPO

Joint Lead Underwriters	
Independent Auditor	<p>Rintis, Jumadi, Rianto & Rekan (member firm of PwC global network)</p> 
Legal Counsel	<p>Hanafiah Ponggawa & Partners</p> 
Notary	<p>Christina Dwi Utami, SH, Mhum, Mkn</p>
Share Registrar	<p>PT Adimitra Jasa Korpora</p> 

INDICATIVE TIMELINE

It is targeted that the transaction will receive the effective statement from OJK at the 27th of December 2024 and be Listed at the Indonesia Stock Exchange at the 10th of January 2025

Bookbuilding Period	2– 16 December 2024
Effective Statement from OJK	27 December 2024
Public Offering Period	2-8 January 2025
Allotment	8 January 2025
Distribution	9 January 2025
Listing Date	10 January 2025

THANK YOU



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“To enhance rural economy through technology”

