



D-8 SARAWAK FERTILIZER SDN. BHD.

FERTILIZER FARMER'S FUTURE...

TABLE OF CONTENT

Page 16 - 17

THE STAKEHOLDERS

Q & A

Page 1

NAFAS ORGANIZATION

Page 13 - 15

THE BENEFITS

Page 2 - 5

THE TECHNOLOGY

Semi True Compound

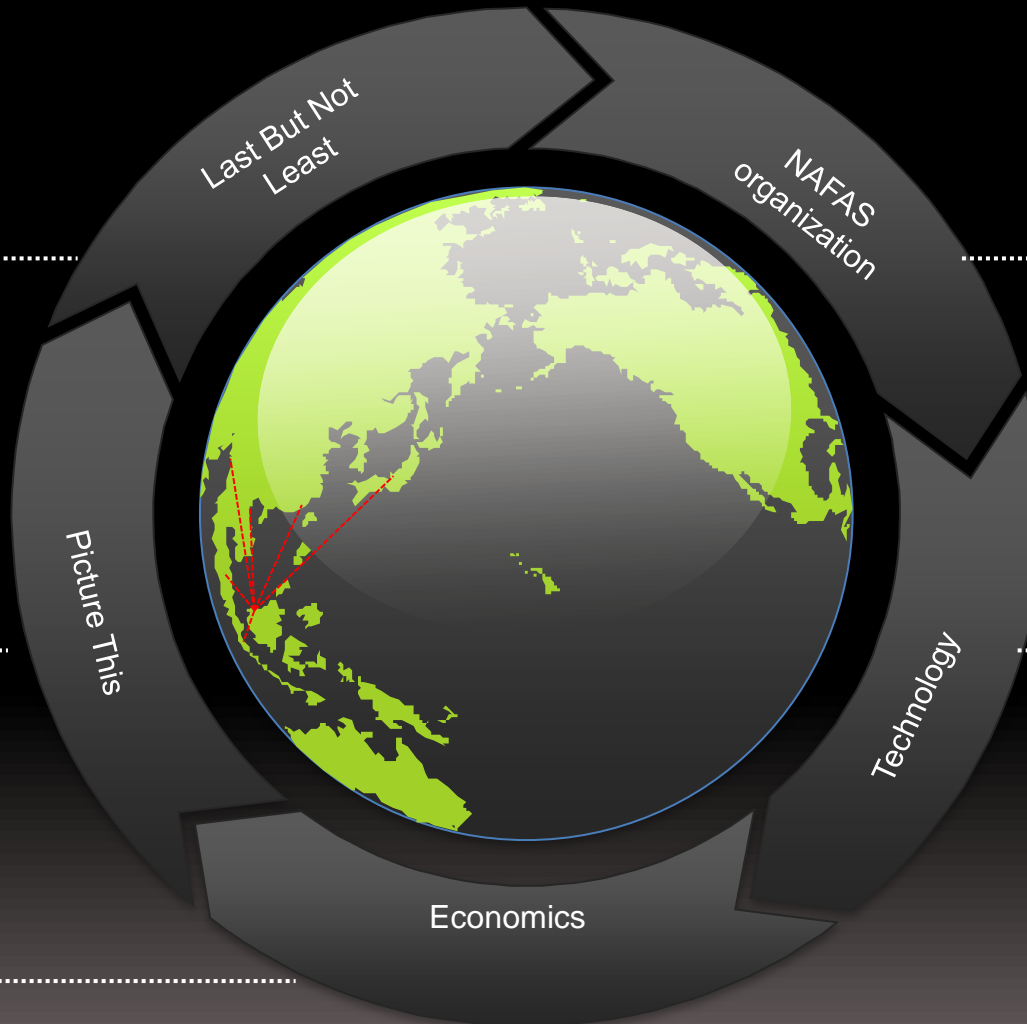
How Great it is.....

Page 6 - 12

THE INVESTMENT

Project Cost

Package Offered



We will open the book. Its pages are blank. We are going to put words on them ourselves. The book is called OPPORTUNITY and the first chapter is NEWYEAR'S DAY. – Edith Lovejoy Pierce



NAFAS ORGANIZATION

827,000 MEMBERS NATION WIDE

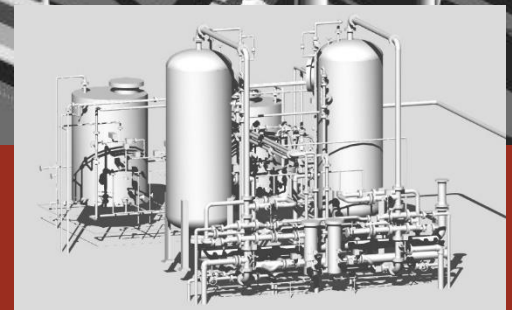
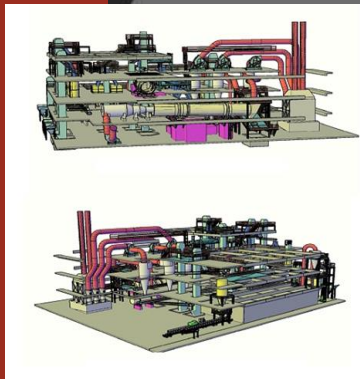
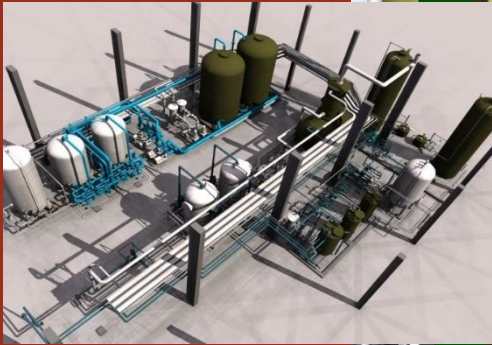
14 DIVISION & 276 SUBSIDIARIES

RM 750 MILL PAID UP CAPITAL

2ND RANK IN MALAYSIA

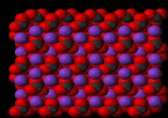
FOUNDED ON 31 MARCH 1972

Believe me that in everything or achievement there are always obstacles, big or small, and the reaction one shows to such obstacles is what counts, not the obstacles itself – Bruce Lee



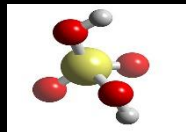
THE TECHNOLOGY...

Semi True Compound



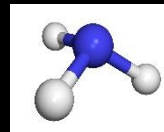
Potash

+



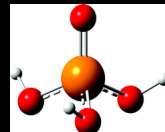
Sulfuric Acid

+

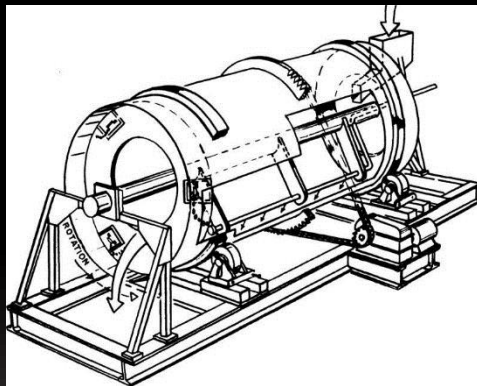


Ammonia

+



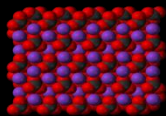
Phosphoric Acid



- The reaction
 - ▣ Exothermic reaction that creates Ammonium Sulfate and Ammonium Phosphate as main product
 - ▣ Heat as result of the chemical reaction act as the heat of formation by mean to force all the material to bind together

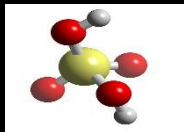
GREAT LEADERS don't tell you what to do ... they show you HOW ITS DONE

Semi True Compound



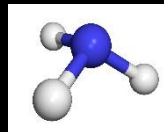
Potash

+



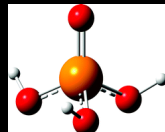
Sulfuric Acid

+

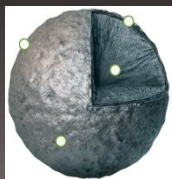
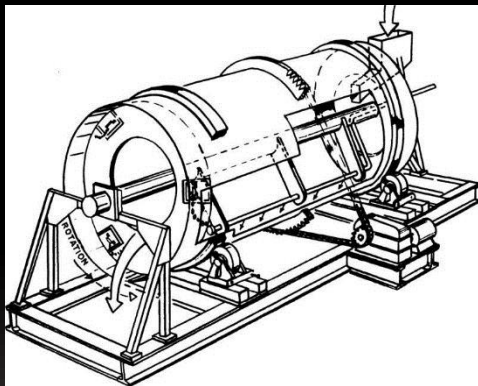


Ammonia

+



Phosphoric Acid

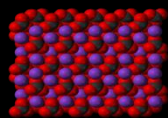


■ The Product

- Semi true compound with nutrient equally distribute
- Less depending on solid material which generally monopolized
- Competitive price with long term agreement with manufacturer
- Possibly to enter South Asia fertilizer market

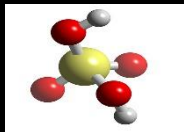
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Semi True Compound



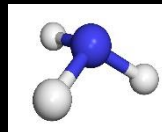
Potash

+



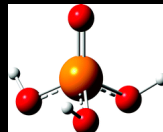
Sulfuric Acid

+

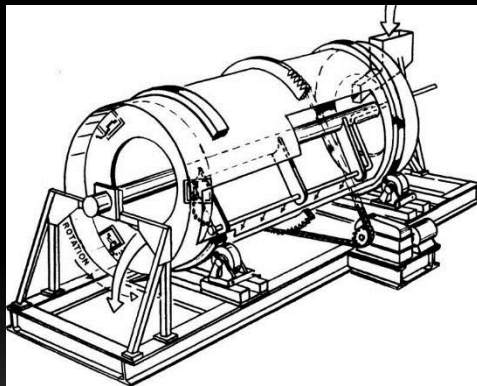


Ammonia

+



Phosphoric Acid



- The system
 - ▣ Less dust due to P_2O_5 source are from liquid and N source in gas form
 - ▣ High raw material efficiency due to only micro nutrient source are in powder form (Mg source)
 - ▣ Dedicated person to run with experience running almost similar system

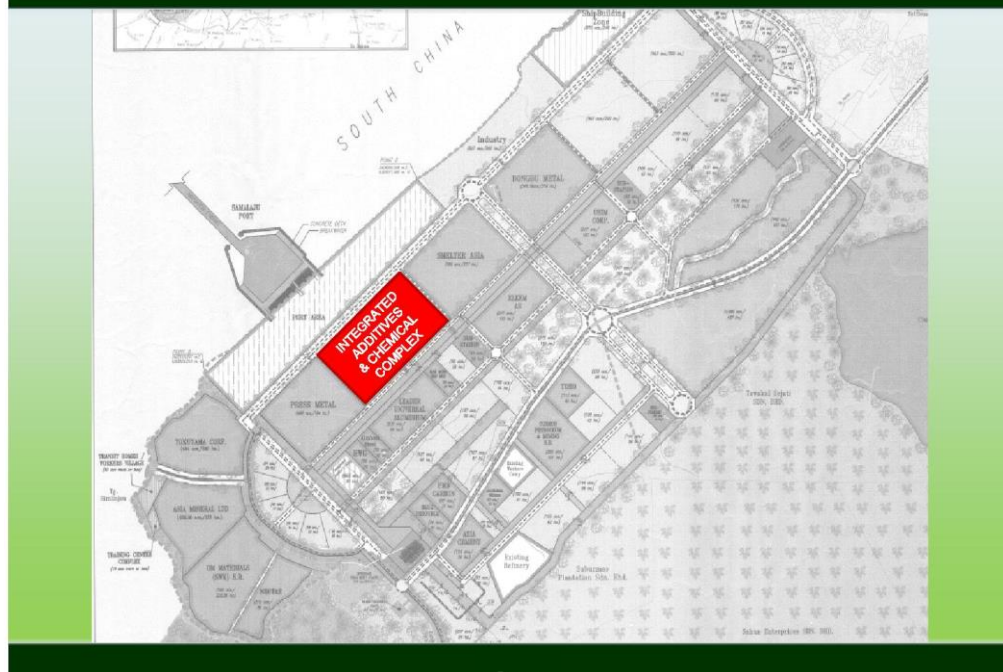
GREAT LEADERS don't tell you what to do ... they show you HOW ITS DONE



THE INVESTMENT...

Project Location...

SAMALAJU INDUSTRIAL PARK MASTER PLAN



Advantages

In front of deep sea port. Product mobility

Liquid feedstock minus transportation cost

Solid feedstock minimum transportation cost

Affordable land price, RM 7.00 / feet²

Electricity tariff RM 0.16 / kw/hr



How great it is ?



Advantages of Semi true compound

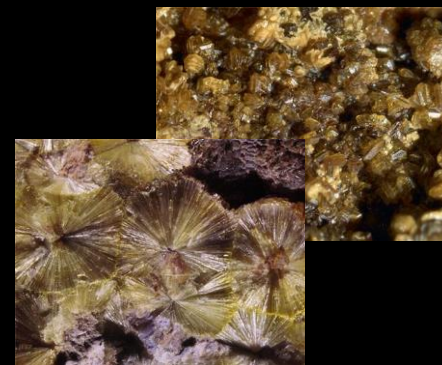
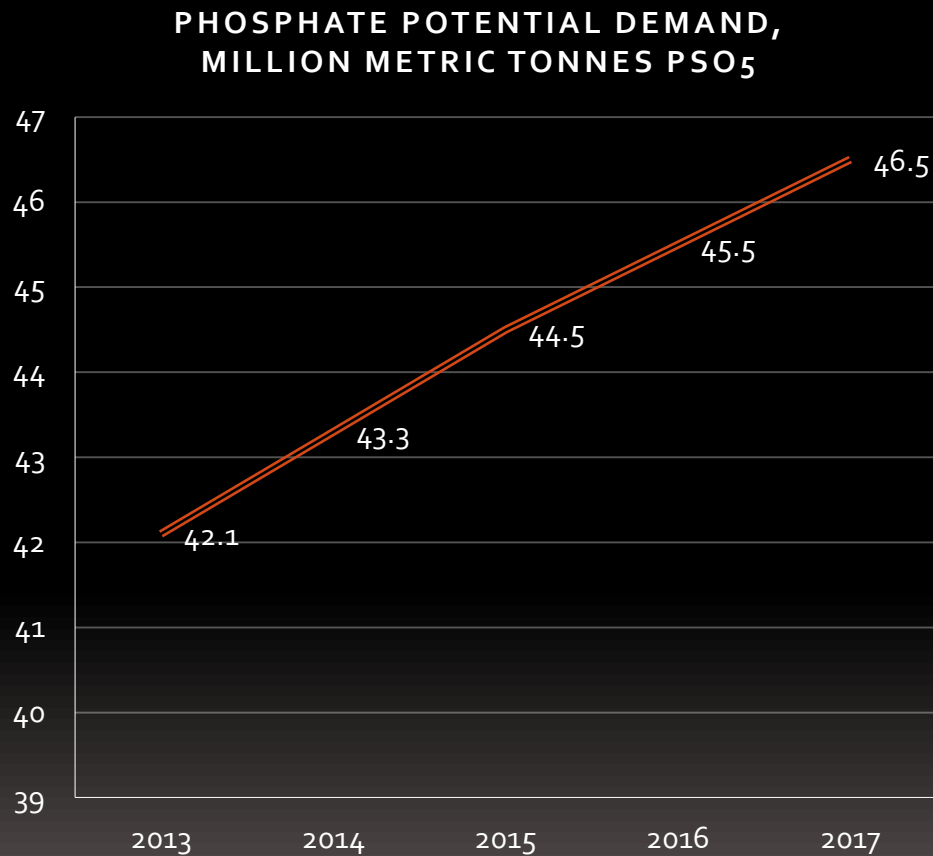
- Agriculture **Upstream Business**
- **Pioneer** to Malaysia's chemical fertilizer semi true compound
- Malaysia's most efficient fertilizer manufacturing process
- Nutrient homogeneity
- **Competitive fertilizer price**
- High quality product **at under league cost**
- Minimum **logistics** expenditure
- Sustain Fertilizer **supply**

Million Says The Apple Fell... But Only Newton Whom Asked "Why?"...





Projected Demand



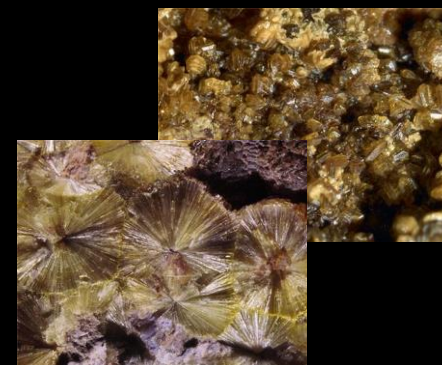
In 1960, Tennessee Valley Authority and the Land Grant Colleges began to promote higher analysis fertilizer so that more phosphate could be delivered to the farmers at lower cost

Source : Prud'home, IFA, June 2013



Projected Capacity

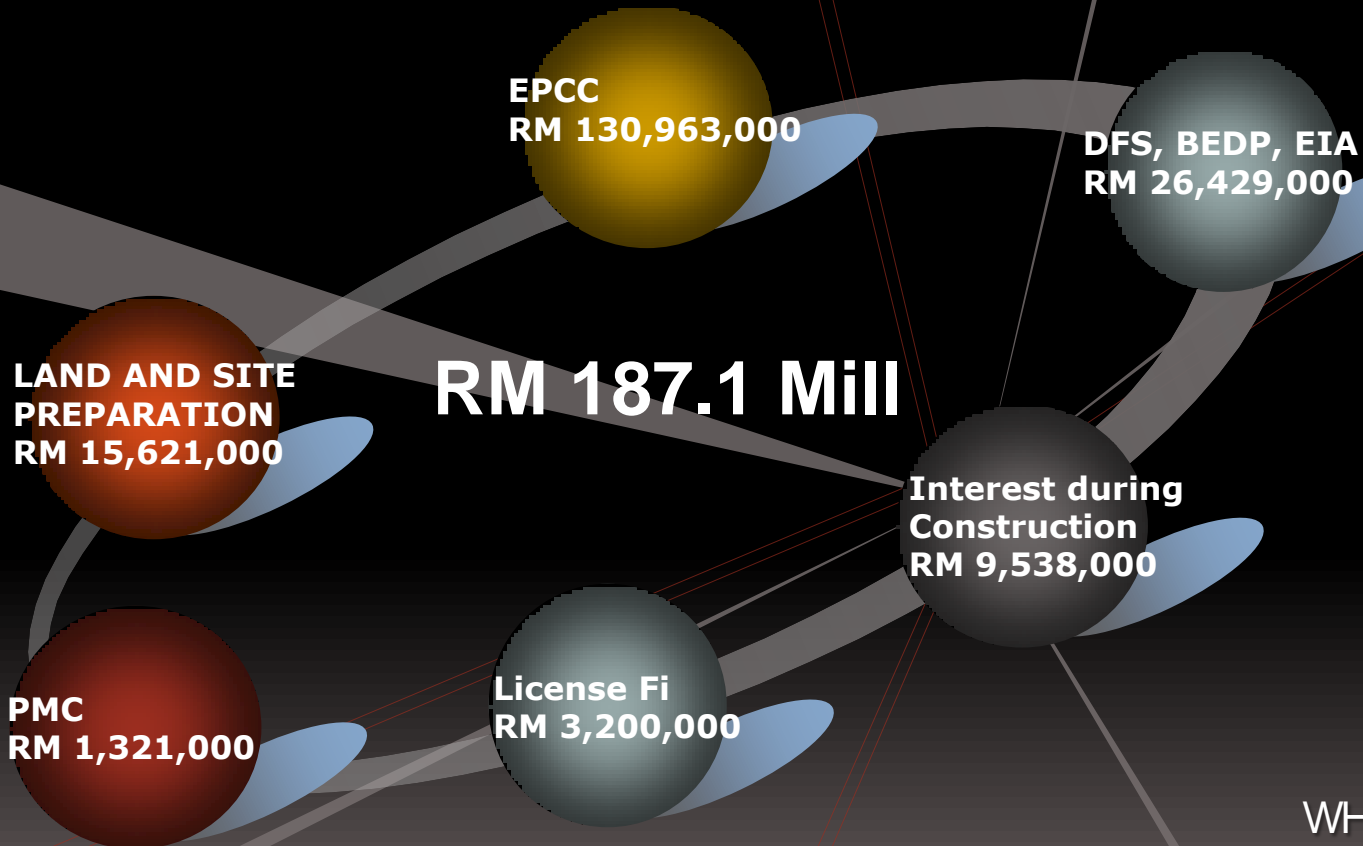
Formulation	Volume, MT
DAP 18 : 46	190,000
MAP 11 : 52	
17.5 : 15.5 : 10	20,000
17:20:10	
17 : 3 : 25 : 2 (MgO)	
14:04:28	
12 : 6 : 22 : 3 (MgO)	20,000
19:19:19	
15:15:15	
17.5 : 15.5 : 10 : 1B : 0.5Cu : 0.5Zn	
12 : 12 : 17 : 2(MgO)	20,000
Total Volume MT	250,000



In 1960, Tennessee Valley Authority and the Land Grant Colleges began to promote higher analysis fertilizer so that more phosphate could be delivered to the farmers at lower cost



How Much?



WHAT WE NEED...
PROJECT COSTING (PACKAGE 2)

A CHAMPION IS THE ONE WHO GETS UP, EVEN WHEN HE CAN'T...

Our Economics Prediction ...

Capital
Structure

Equity : Loan
= 50% : 50%

Payback

6 Years

Project
Cost

RM 187.10
Million

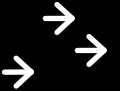
IRR

16.46%



PICTURE THIS...

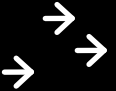
Picture This For Sarawak...



- **Direct domestic investment worth over RM 180 million** which provides direct estimated employment of 100 permanent worker and 300 contract workers.
- Sarawak to build **first ever semi true compound fertilizer plant** which offers knowledge and technology for local people.
- **Diversify** Samalaju Industrial Park industry base.
- Downstream to existing project in Samalaju Industrial Park which offers **ready market for existing upstream industry.**



Picture This For Sarawak...



- Provides **fertilizer supply** to Sarawak, Sabah, Semenanjung and overseas market.
- A **joint venture** business between D-8 FA companies.
- Additional throughput with possibility of expanding to Samalaju Port of **400,000 metric tons per year.**





STAKEHOLDERS

Stakeholder



majority like I enjoyed when I was prime minister
is sufficient but a 90% majority is too strong.

(Mahathir bin Mohamad)

D-8 COUNTRIES	STAKE (%)
1. MALAYSIA	65
2. BANGLADESH	?
3. EGYPT	?
4. INDONESIA	?
5. IRAN	?
6. NIGERIA	?
7. PAKISTAN	?
8. TURKEY	?



Q & A

THE OBVIOUS ANSWER IS ALWAYS OVERLOOKED....

