

SHRIMPS PROCCESSING DEVELOPMENT

OVERVIEW

Shrimp processing plant with cold storage and Individual Quick Freezing (IQF) facilities is used for storing shrimp and for maintaining the quality of the shrimp. The shrimp processing plant is built close to shrimp resources as raw material, access to logistics and product transportation. PT. Sumber Mina Investama is a fishery product processing company. Shrimp is the focus commodity of the business of PT. Sumber Mina Investama. The shrimp processing facility is located at the Nusantara Fisheries Port of UNTIA, Makassar, South Sulawesi. PT. Sumber Mina Investama received a cooperation contract to sell processed shrimp and frozen shrimp from CV Kudatama Mas for a number of consumers in the United States.

MARKET AND STRATEGY

PT. Sumber Mina Investama has sales contract agreements with foreign companies which has been given by CV Kudatama Mas. The US importers are RED CHAMBER CO, TEQUESTA BAY FOODS and TAMPA BAY FISHERIES., INC.

VALUE PROPOSITION/PROJECT ATTRACTIVENESS

This proposal aims at finding loan funding to increase sales and to expand shrimp processing plant. The new facility will be located in the Nusantara Fisheries Port of UNTIA, Makassar. The production process in the new shrimp processing plant facility will implement (1) Good Manufacturing Practices (GMP), (2) Sanitation Standard Operating Procedure (SSOP), (3) Processing Feasibility Certificate (SKP), (4) Hazard Analysis and Critical Control Point (HACCP), (5) Integrated solid and liquid waste management, and (6) On-grid solar panels as the source of electricity.

EXPERTISE

PT Sumber Mina Investama is owned by two people total business experience of 50 years in their fields. Mr. Gunawan Tjoa has 30 years experience in Shrimps production and Arief Goentoro has 20 years experience in Finance.

IMPACT

The social impact from the operation of the shrimp processing plant is quite extensive for the surrounding community and creating new jobs for 800 to 1000 workers in the shrimp processing plant, especially for the women.

GENDER FOCUS

The workers 70%-80% for the women.

TECHNOLOGY	Individual Quick Freezing (IQF), is a freezing method used in food processing industry.
PROJECT / LOCATION	Untia, Makassar, Indonesia
MATURITY OF PROJECT	Operational
ANNUAL GHG REDUCTION	693 tons of CO2/year
NUMBER OF EMPLOYEES	700 employees

PFAN ADVISOR

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INVESTMENT ASK (DEBT)

1.486

Million
USD \$

DEBT ASK CURRENCY: USD

LOAN TENURE: 5 years

INDICATIVE RETURN (USD \$): Project IRR 86.66%

USE OF FUNDS:

Request Debt from External Investor: USD 1,486,180, USD 796,525 for CAPEX, USD 689,655 for working Capital

GROWTH:

Expansion to Makassar, Medan, Serang. Business increases by 300% in 2024.

2022: Makassar, Debt: USD 1.085 million, 25 ton/day

2023: Medan, Debt: USD 3.5 million, 30 ton/day

2024: Serang, Debt: USD 3.5 million, 30 ton/day