

2024

Company Profile



PT. BUMI AGRO SARANA BAHARI (FISHERIES TRADING AND PROCESSING)



Head Office :

Jl. Cipta Menanggal I/19 Surabaya Jawa Timur – Indonesia 60234

e-mail : info@bumiagro-basb.com

Website : bumiagro-basb.com

No. Telp (+6231) 58283558

COMPANY INFORMATION

Back Ground of Founder and Owner :

Winayanta Yourdanus, a professional with strongly related with fisheries product and have wide experience in fisheries Industry for more than 20 Years . Before build the company, he work for one the Big fisheries company in Surabaya, That one of the Integrated Fisheries Industry (Shrimp Culture, Cold Storage, Tuna Fishing Division, and Shrimp Feed factory) For 9 years (1987 - 1997, the last job is **an Ass Director of Holding Company**. Graduated from Fisheries Institute at Jakarta (AUP/STP) and continue to study for Management Business collage (IEU) , graduated in 1992. And the last experience as President Director in PT. Baruna Cahaya Dewata (PMA), the Foreign Investment Company (Korea) for Tuna Fishing Industry.

Ibnu Suwarso, experience in Trading business , specially in many Food Product, and as Manage in Crew supply services to Korea since 1997. Graduate from Fisheries Institute at Jakarta. Experience in several business Since 2005 is the Manager Operational for General Trading and Services business. And having capability in Business operational for General marketing.

BUSINESS MOTIVATION of COMPANY :

1. Indonesia has very big potential fish in all Indonesian's sea with many big and small islands that rich of species and quantity of Fish.
2. Sea Foods market increase sharply all the world, where Indonesia are riches of fish product both in Quantity and species which have good market in International sea food business.
3. There is high attention from government willing to improve **Fisheries and Marine Industry** as the one of National economic resources that will increase national income except other industry (nonAgriculture and oil Industry).
4. Develop the Marine facilities requirement for Indonesia marine business and International such as Man Power supply that have not so many investor at those area. With the Big Human Resources especially for young people in Indonesia to contribute in MARINE Business.

VISION and MISION of COMPANY :

Develop Fisheries and Marine Industry will be the unlimited benefit through the improve quality, increase market share in international fisheries business, and give many contribution in developing fisherman society and become the professional fisheries industry.



COMPANY INFORMATION

LEGAL ASPECT

Company Name : **PT. BUMI AGRO SARANA BAHARI**
Head office : **JL. Ciptamenanggal I / 19 Menanggal Surabaya, Indonesia**
Phone : **62-31-58283558**
Website : **bumagro-basb.com**

Ownership Share :

Winayanta Y : 70 %
Ibnu Suwarso : 30 %

ORGANIZATION STRUCTURE :

1. Top Management

- Board Of Commissary

Commissary : **Ibnu Suwarso**

- Board Of Director

President Director : **Winayanta Yourdanus, MBA**
Production Director : **Iwan Syahrul Komar, A.pi Md**
Development Director : **Drs.Moestofa,Ek**
Finance Director : **Ir.Tjipto Subroto,MBA**
Management Information System : **Iwan Setyabudi**
Corporate Secretary : **Ir. Budiastuti Nuruliyah**

2. Crew Manager

: **Darsono**

3. Factory General Manager

: **Dini Duriati A.pi Md**

4. Fishing Operational G Manager

: **Capt. Joko Mulyanto, SE**
Eng, M. Imron

5. Port Engineer

: **Sahid Mulyadi, Vessel Engeenering**
Suyantoro ,S a r i n o

6. Shrimp Farm Manager

: **Harnoko, Soesilo A M**



COMMERCIAL BANK / CORRESPONDENT BANK

1. Bank Negara Indonesia `46 , Jakarta Branch
Gedung Manggala Wanabakti, Jl. Gatot Subroto, Jakarta Selatan

IDR. AC No. : 1412202118

2. Bank Mandiri , Cabang Surabaya
JL. Ciptamenanggal, Surabaya.

IDR. AC No. : 141-00-47895552

HISTORY OF COMPANY

Company built on 1996, First Name is PT. BUMI AGRO BAHARI LESTARI with the main business for Fisheries and Agriculture product. Company work for **many fish products** such as : Scad mackerel (for Tuna Bait), Tuna Frozen, Skipjack, Milk Fish (For Tuna bait), and other Fish Product (Ribbon Fish, Squid, Octopus). Beside that, we also work in Shrimp Farming and Milk Fish Farming with Natural cultivation System. Supported with big area for this culture in all Island Indonesia.

The second business is company work for **Crew supply for Fishing Vessel** to Korea since 1997. Where our First Principal is DONGWON INDUSTRY CO' LTD , with number of crews increase very fast to be more 100 crews for one year. And now we have supply to Few Company in Korea, Spain and Japan Fishing Industry.

Cause of many potential source of fisheries product and marine business, to separate of Kind of business, we build the **Sister Company** to manage the few of business which will be make Profit and develop company further, through our Company Mission.

In 2006, we changed name of Company will be PT. BUMI AGRO BAHARI NUSANTARA , until now.

HISTORI COMPANY

PT. BUMI AGRO SARANA BAHARI, built on 2012, that wil work for Marine Fisheries and Multi Fish Product, Fisheries Man Power Resources, which will concern in Development for Man power in Fisheries, Agriculture and general Industry from young Generation or New Graduation People. Company cooperate with Education Institution and Company which need many Labour. For this business we have cooperate with Indonesia Power Industry, for Labour requirement. Also we have been cooperating with Golf Course and Realestate at Surabaya for Golf Course Maintenance.

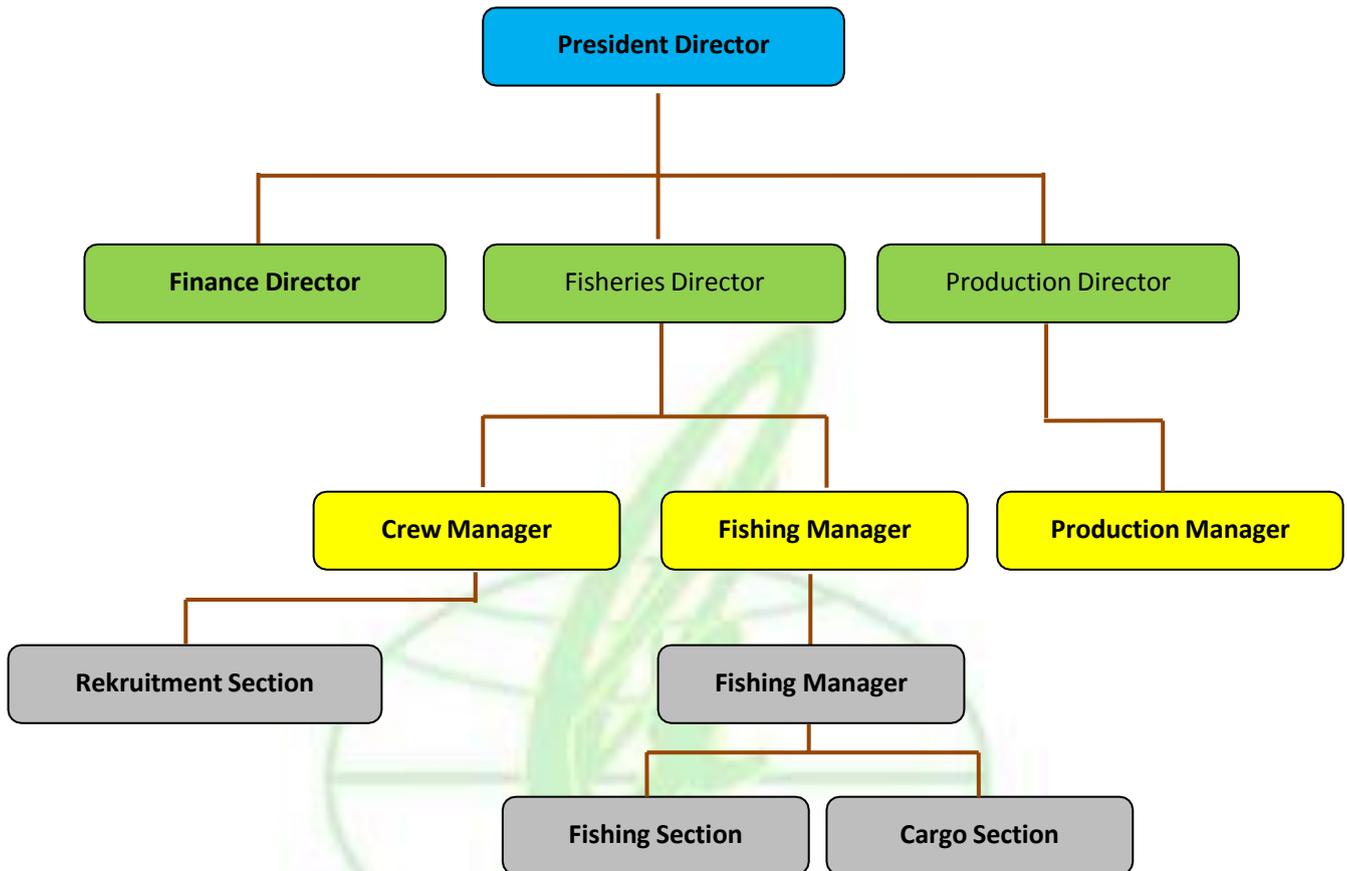




WINAYANTA YOURDANUS
President Director



ORGANIZATION STRUCTURE



COMPANY SOCIAL COOPERATION

1. Cooperate with Fish Farmer :

To get more Quantity of Fish Product, we have been cooperate with Fishermen and Fish Farmers at many area in Indonesia such as, Maluku, Bima (NTB Province), Kupang (NTT Province), Ternate which have many Potential Fishermen especially in Skipjacl, Tuna, Muroaji and other kind of fish that we could sell in International or Local market.

Kind of Cooperation with Fisherman :

- KUB (fihserman group) at NTB Province : KUN Bakti Maninting with more 50 fishing boat, Koperasi Mina Lestari (Ambon) with more than 150 Fishing boat (pool and line and mini pirseiner, Kelomp[ok Nelayan Bima (NTT) with more 50 fishing boat).



2.Cooperation for Fisheries Man Power Resources :

In contribution to the social side and to encourage Man Power in all our business, we have to develop our participation in Human resources Development. In order easy to get new educated and Skilled Labour for our Next Business and giving contribution to Government for Recruitment New Graduation a People that increase year to year, for good Job.

In this case, company build the Cooperation with Education Institution and Training Course in recruitment our Labour requirement include for Crew Fishing Vessel.

The following are Intitution which cooperate with our Company for Fisherman and General Industry :

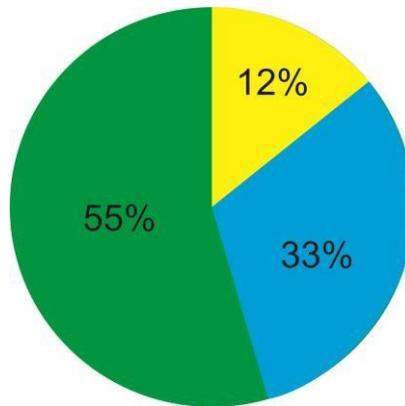
- **Pusat Pendidikan Kelautan dan Perikanan**, who will supply graduation People in Fisheries Industry. On behalve Ministry of Marine and Fisheries. Graduation for Fishing License Crew (University and High School Level).
- **Balai Pengembangan Penangkapan Ikan**, who will increase fisherman in Fishing Techniqe and Crew Skill before Placement at Fishing Vessel. (Special for Ungraduated Fisherman or Unexperience Crew).
- **Balai Latihan Kerja**, who supply skil Persdon for many Industry, base on our requirement. On behalve the Minitry of Man Power and Transmigration.



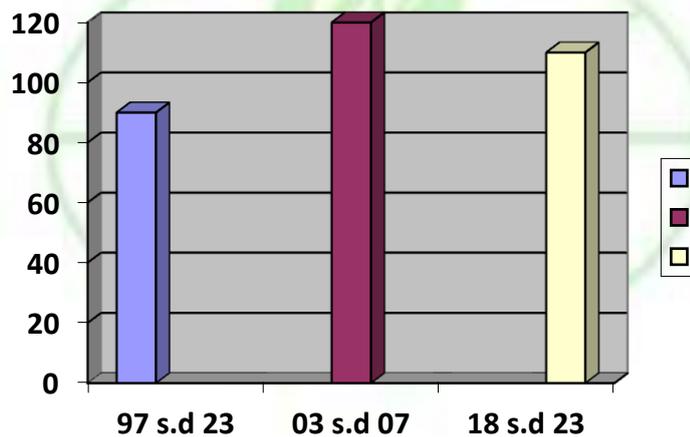
BUSINESS FIGURE

Company Share of Business in Revenue from kinds of Business for year 2007 – 2023 (years period) :

- Fish Trading
- Crew Supply
- Other Busines



Ocean Fishing Crew Suply in Number, for 1997 – 2023 periode :
On Board for Years in average per Month.



Periode :

1997 – 2023	80 - 100 Crews
2003 – 2017	90 - 130 Crews
2018 – 2023	110 - 90 Crews

PRINCIPLE'S COMPANY :

- Dongwon Industry Co.Ltd, Korea : 1997 - Now
- Soo Woo Co.Ltd, Korea : 2011 - Now
- FNC GLOBAL Co.Ltd, Korea : 2013 - Now



BUSINESS UNIT :

Tuna Product, is one of our main product since 2006, specially for Tuna Fresh, main product : Tuna Whole Gilled and Gutted Fresh, Loin Fresh, Loin Frozen and GG Frozen. All of them for Japan Market, and part is for China and Local Market.



Other Product of Tuna are **Value Added Product** , such as Tuna Saku Frozen , Loin Cut and Ground Meat.



Scad Macarel and Milk Fish, export for Tuna Bait to Korea, Japan and Taiwan Fishing Industry.





OCTOPUS

Flower Type, Frozen





Ribbon Fish Frozen semiIQF



Abalon Shellfish



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Tuna Fillet, Frozen





Sardin Fish Fresh



Black Tiger Shrimp



Yellow Croacker, Frozen





Cutlefish Whole Round



Patin Fillet, Frozen











PROCESSING FACILITY











Fish Cargo and Proc





Thank You



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