



BUSINESS PLAN

# SHRIMP INVESTMENT

YOUR BEST INVESTMENT CHOICE

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PROPOSED BY

NAUTICA SHRIMP INDONESIA

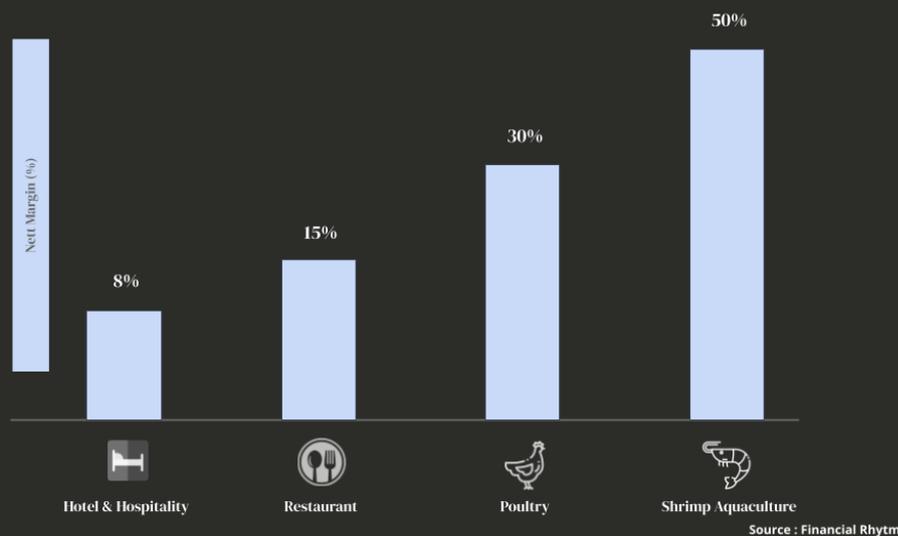
# WHY SHRIMP AQUACULTURE?

## MVP COMMODITY

Shrimp is the 2nd largest export volume in Indonesia but **by far** the most valuable aquaculture commodity in Indonesia!

## SUPER MARGIN

Compared to other business such as poultry who has 30% margin, Shrimp Aquaculture has more than 50% margin!



## OVER DEMAND

Do you know that Shrimp Processing Factory in Indonesia only has 50% utilization rate?  
There is no competition!

## EXPORT MARKET

Our Government increasing the target for shrimp increase to 250% by 2024. That's about 2 million ton of Shrimp!

# THE PERKS OF SHRIMP AQUACULTURE

## FLEXIBLE

You can harvest your shrimp from 10 grams (size 100) to 50 grams (size 20). Very flexible compare to other commodities.

## STABLE PRICE

Other than having a great margin, Shrimp also have a stable price in Indonesia. What a great business!

Size (Animal per Kg)	Price (IDR)
Size 100	Rp 54.000 - Rp 60.000
Size 90	Rp 57.000 - Rp 65.000
Size 80	Rp 61.000 - Rp 71.000
Size 70	Rp 65.000 - Rp 74.000
Size 60	Rp 68.000 - Rp 77.000
Size 50	Rp 71.000 - Rp 81.000
Size 40	Rp 81.000 - Rp 92.000
Size 30 (Golden Size)	Rp 93.000 - Rp 101.000
Size 20	Rp 87.000 - Rp 107.000

## FAST CYCLE

One cycle of Shrimp Cultivation only takes you nothing more than 120 days! That's right, only four month to fully harvest your shrimp!

## HIGH PRODUCTIVITY

You can cultivate Vaname Shrimp in a very high density. You can reach productivity up to.....

40 Ton / Hectare!

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# WHAT MAKES US DIFFERENT? HERE'S WHY

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## SUSTAINABLE AQUACULTURE

Most of Shrimp Farm encounter decrease in productivity after 3 cycle or more. By using our method we can have sustainable aquaculture with stable productivity.

### STRONG RISK ASSESSMENT

By using our scoring system we can ensure that we will have the best of water sources & ecosystem, social relationship, and input availability in area.

### BIOLOGIC APPROACH

Our biologic sustainability approach will maintain the biodiversity of ecosystem in our shrimp aquaculture by using treatment pond to reduce pollution before release it to ecosystem.

### PRECISE TECHNOLOGY

With the right selection of technology we will reduce operating cost while increasing our productivity!  
Lower Cost = Higher Productivity = BIGGER PROFIT!

### ADVANCE METHOD

Circular ponds, strict PL selection, advance biosecurity system, nursery ponds, and many more to prevent outbreak and increasing productivity in your shrimp aquaculture.

### HEALTHY INVESTMENT

Real-time data transparency for cultivation progress. Combined management for cultivation and investment.  
Trusted partner for your investment.

### EXPERIENCED

12 years experience of shrimp cultivation and handling more than 200 ponds from the core team. And excellent Shrimp Farmers and Consultant network in Indonesia!

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# OUR CULTIVATION METHOD

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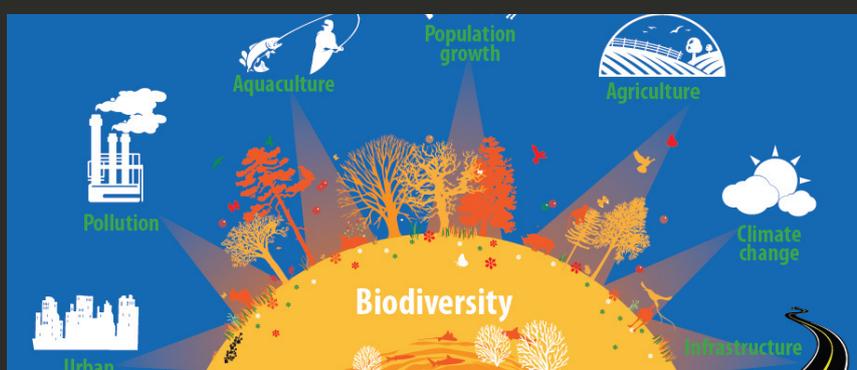
## HARD INFRASTRUCTURE

1. We are using round ponds in our farms to enable better control and monitor our cultivation.
2. We also choose the best location for sustainable shrimp farming by assessment multiple location across Indonesia.
3. We create our farm infrastructure with ease of maintenance by preparing our farms for long term usability.



## SOFT INFRASTRUCTURE (CULTIVATION)

1. We use Best Aquaculture Practice standard, which is international standard for shrimp farming.
2. We cultivate with biodiversity as our base to enable sustainability on our farms. This method is proven internationally but still new in Indonesia.
3. We use less chemical and more biologic probiotic as our approach to maintain waste in our farms.

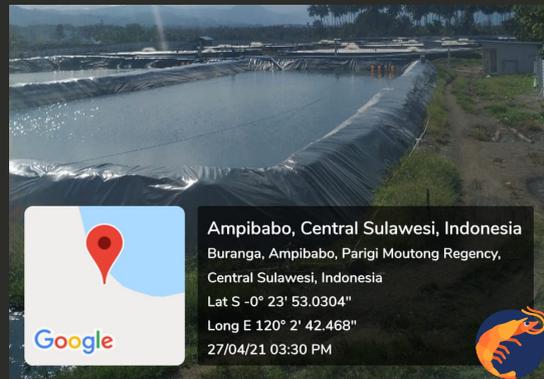


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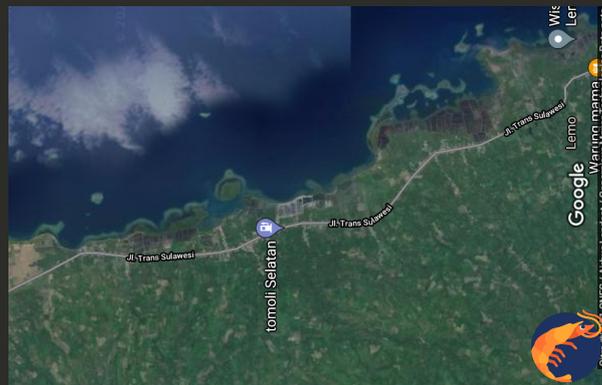
# POTENTIAL AREA

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POTENTIAL AREA FOR THIS PROJECT IS IN CENTRAL SULAWESI WITH A POTENTIAL PRODUCTIVITY 2 TO 4 TIMES HIGHER THAN IN JAVA. THIS IS SHRIMP FARM IN CENTRAL SULAWESI FROM OUR FIRST VISIT :



SHRIMP FARMS IN PARIGI MOUTONG, CENTRAL SULAWESI  
AVERAGE CYCLE PRODUCTIVITY 35 TON / HECTARE



SATELITE VIEW OF A POTENTIAL 300 KM LONG COASTLINE WITH UNPOLLUTED WATER AND GOOD HISTORICAL SHRIMP PRODUCTION IN CENTRAL SULAWESI. PERFECT FOR THE INVESTMENT.

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# INVESTOR PACKAGES

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## INVESTMENT

With **IDR 500.000.000 (\$35.000)** per package worth of investment, you get:

1. Fully operational 2 ponds shrimp farming with high profitability for 5 years
2. Free one time location survey
3. Investment Management and Cultivation Management
4. Real Time progress update

## PROFIT SHARING T&C

1. Investment plan is eligible for 5 years. After 5 years, all Working Capital (exclude CAPEX) shall be returned.
2. Investment plan is eligible per hectare of land used.
3. Profit Sharing will be done with **70% for Investor and 30% for Management** before Net Profit BEP, and will be done with **50% for Investor and 50% for Management** after Net Profit BEP
4. In case of force majeure, all remaining funds will be returned
5. Total Packages are **10 packages** for **2 Hectare of land**.

## PROFITABILITY

Investment	Rp.	5,000,000,000	
Worst Case Investor Return	Rp.	9,965,458,649	199.31%
Moderate Case Investor Return	Rp.	12,064,982,555	241.30%
Best Case Investor Return	Rp.	14,360,520,105	287.21%

Notes : Include Opex Return

# FINANCIAL FEASIBILITY

## WORST CASE FEASIBILITY

Year	Investment	Net Profit	Investor	Management
0	Rp. 5,000,000,000.00			
1		Rp. 2,613,515,237	Rp. 1,829,460,666	Rp. 784,054,571
2		Rp. 2,613,515,237	Rp. 1,829,460,666	Rp. 784,054,571
3		Rp. 2,613,515,237	Rp. 1,776,135,152	Rp. 837,380,084
4		Rp. 2,613,515,237	Rp. 1,306,757,618	Rp. 1,306,757,618
5		Rp. 2,613,515,237	Rp. 3,223,644,546	Rp. 1,306,757,618
<b>Total Return</b>		<b>Rp. 13,067,576,184</b>	<b>Rp. 9,965,458,649</b>	<b>Rp. 5,019,004,463</b>

## MODERATE CASE FEASIBILITY

Year	Investment	Net Profit	Investor	Management
0	Rp. 5,000,000,000.00			
1		Rp. 3,484,686,982	Rp. 2,439,280,888	Rp. 1,045,406,095
2		Rp. 3,484,686,982	Rp. 2,439,280,888	Rp. 1,045,406,095
3		Rp. 3,484,686,982	Rp. 1,784,846,870	Rp. 1,699,840,113
4		Rp. 3,484,686,982	Rp. 1,742,343,491	Rp. 1,742,343,491
5		Rp. 3,484,686,982	Rp. 3,659,230,419	Rp. 1,742,343,491
<b>Total Return</b>		<b>Rp. 17,423,434,912</b>	<b>Rp. 12,064,982,555</b>	<b>Rp. 7,275,339,284</b>

## BEST CASE FEASIBILITY

Year	Investment	Net Profit	Investor	Management
0	Rp. 5,000,000,000.00			
1		Rp. 4,355,858,728	Rp. 3,049,101,110	Rp. 1,306,757,618
2		Rp. 4,355,858,728	Rp. 2,860,743,976	Rp. 1,495,114,752
3		Rp. 4,355,858,728	Rp. 2,177,929,364	Rp. 2,177,929,364
4		Rp. 4,355,858,728	Rp. 2,177,929,364	Rp. 2,177,929,364
5		Rp. 4,355,858,728	Rp. 4,094,816,292	Rp. 2,177,929,364
<b>Total Return</b>		<b>Rp. 21,779,293,640</b>	<b>Rp. 14,360,520,105</b>	<b>Rp. 9,335,660,463</b>

## KEY STATISTICS (INVESTOR)

ROI	<b>199.31%</b>	
BEP	<b>5.00</b>	Cycle
	<b>2.50</b>	Year

WORST CASE

ROI	<b>287.21%</b>	
BEP	<b>3.00</b>	Cycle
	<b>1.50</b>	Year

BEST CASE

ROI	<b>241.30%</b>	
BEP	<b>4.00</b>	Cycle
	<b>2.00</b>	Year

MODERATE CASE

# FINANCIAL FEASIBILITY

## CAPITAL EXPENDITURE

CAPEX	Price	Qty	Unit	Total
Land Rent	Rp. 200,000,000	1	Year	Rp. 200,000,000
Electricity Constuction	Rp. 150,000,000	1	ls	Rp. 150,000,000
Land Processing	Rp. 100,000,000	1	ls	Rp. 100,000,000
Circular Ponds	Rp. 60,000,000	25	Pcs	Rp. 1,500,000,000
Blower Aerator	Rp. 35,000,000	9	Pcs	Rp. 315,000,000
Paddle Wheel Aerator	Rp. 5,000,000	50	Pcs	Rp. 250,000,000
Pipes & Pumps	Rp. 200,000,000	1	ls	Rp. 200,000,000
Waste Treatment	Rp. 100,000,000	1	ls	Rp. 100,000,000
Utilization	Rp. 137,000,000	1	ls	Rp. 137,000,000
Generator	Rp. 200,000,000	1	ls	Rp. 200,000,000
<b>TOTAL CAPEX</b>				<b>Rp. 3,152,000,000</b>

## OPERATIONAL EXPENDITURE

OPEX	Total
Feed	Rp. 1,090,888,965
Energy	Rp. 119,952,000
Probiotics and chemical	Rp. 145,451,862
PLs	Rp. 98,960,169
Labor	Rp. 22,500,000
Harvesting/Kg	Rp. 7,272,593
Other	Rp. 48,483,954
<b>TOTAL</b>	<b>Rp. 1,533,509,542</b>
<b>TOTAL WITH ALLOWANCE (3 CYCLE)</b>	<b>Rp. 1,916,886,928</b>

# FINANCIAL FEASIBILITY

## CULTIVATION ANALYSIS (MODERATE CASE)

Harvesting Target	Partial 1	Partial 2	Partial 3	Total
DOC (Days of Culture)	60 days	80 days	100 days	120 days
Size	100 pcs/kg	60 pcs/kg	45 pcs/kg	30 pcs/kg
Abw (Avg. Body Weight)	10 gram	16 gram	22 gram	33 gram
SR (Survival Rate)	90 %	72 %	56 %	56 %
Biomass	18555 kg	23586 kg	25553 kg	38330 kg
% Biomass Partial	15 %	15 %	15 %	%
Biomass Partial	2783 kg	3538 kg	3833 kg	kg
Biomass Left	15772 kg	20048 kg	21720 kg	kg
Population Left	1577178 pcs	1252980 pcs	977412 pcs	pcs
Survival Rate Left	77 %	61 %	47 %	%
<b>Total Harvest</b>	<b>2783 kg</b>	<b>3538 kg</b>	<b>3833 kg</b>	<b>38330 kg</b>
<b>Shrimp Price (Assumption)</b>	<b>42000 IDR</b>	<b>50000 IDR</b>	<b>58000 IDR</b>	<b>72000 IDR</b>
<b>Revenue</b>	<b>Rp116,896,699 IDR</b>	<b>Rp176,891,301 IDR</b>	<b>Rp222,313,332 IDR</b>	<b>Rp2,759,751,702 IDR</b>

<b>Total Harvest</b>	<b>48,484 Kg</b>
<b>Total Revenue</b>	<b>Rp. 3,275,853,034</b>

## NOTES

1. This cultivation analysis is for 2 hectare area
2. 1 Hectare contain 12 ponds (10 for Production, 2 for Treatment)
3. We are using low shrimp price for assumption
4. Using our method, we can have a longevity to maintain this productivity
5. We are having strict selection for PL, Feed, and Water Treatment Product to maintain productivity
6. To handle the pollution, we are using waste treatment ponds before release it to ecosystem. Zero pollution!

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# RISK MANAGEMENT ANALYSIS

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## RISK ANALYSIS AND MITIGATION

Risk Management	Potential Loss	Probability	Risk Mitigation
Bad Harvest from Diseases	30% from OPEX	10%	Mitigate by risk assessment & strong biosecurity control
Social problem	20% from CAPEX	1%	Full permit for cultivation & government partnership
Natural Disaster	50% from CAPEX	0.10%	Create farm that withstand earthquake, choose location with minimal risk for disaster
Shrimp Price Risk	5% from Revenue	~	Find best price from best processing plant
Manpower Risk	~	~	Our network of manpower will find the best manpower to help our farm
Cashflow Problem	~	~	Manage Cash Flow using double entry accounting software, and raise funds from bank loan (interest are low from this sector)
Low Quality Harvest	25% from OPEX	0.10%	Use low number of chemical & antibiotics, and higher biologic approach

## NOTES

1. In case of force majeure happens, we will return all remaining funds, and try to sell assets.
2. We will do full transparency on all our transaction for our investors to see.

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# OBLIGATIONS

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## INVESTOR OBLIGATIONS

1. Deposit the capital as agreed in the investment value
2. Providing flexibility to partner in terms of site selection, cultivation process, human resources, and technology usage

## PARTNER OBLIGATIONS

1. Execute project in accordance with the agreement
2. Responsible for every project expenditure
3. Provide written and/or oral report to investors on regular basis
4. Carrying out all obligations arising from Nautica Shrimp Indonesia Farm to the authority, community, and environment (taxes, permit, etc.).

# WHY NOW?

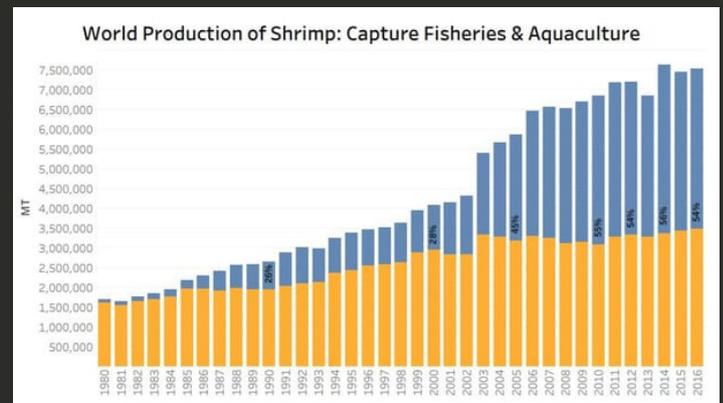


**JOKOWI INGIN PETAMBAK UDANG  
JALANKAN MODEL BISNIS BARU**

PEMERINTAH MELAKUKAN BANTUAN REVITALISASI TAMBAK UDANG YANG ADA DI KEKAMATAN MUARA CEMBONG, KABUPATEN BEKASI. REVITALISASI INI DILAKUKAN GUNA MEMPERBESAR PRODUKTIVITAS.

**“JADI INI YANG SEDANG KITA LAKUKAN, EDUKASI YANG BAIK, MENANAM UDANGNYA BAIK DENGAN CARA MODERN, CARANYA LEBIH OTOMATIS,”**

**- JOKOWI**



## SHRIMP FARMING IS ON THE RISE

1. Indonesia's government is currently on full support of shrimp farming business, with permission for opening shrimp farm was made easy
2. Shrimp aquaculture is on long term rise, and will change capture fisheries one time (for sustainability reason)
3. Indonesia is a very suitable place for shrimp farming. With its 2nd longest coastline in the world, and suitable temperature for shrimp to live.
4. Shrimp is proven a healthy food in western world. Food and demand sustainability is secured for long term.

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# CORE TEAM

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**GIVALDI ZHAFRAN**



**YEHEZKIEL WILLY**



**ASAHEDI UMORO**

**15 YEARS SHRIMP CULTIVATION EXPERIENCE. MANAGING 200+ PONDS.**

# CONTACT US

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