p.t. dipasena citra darmaja

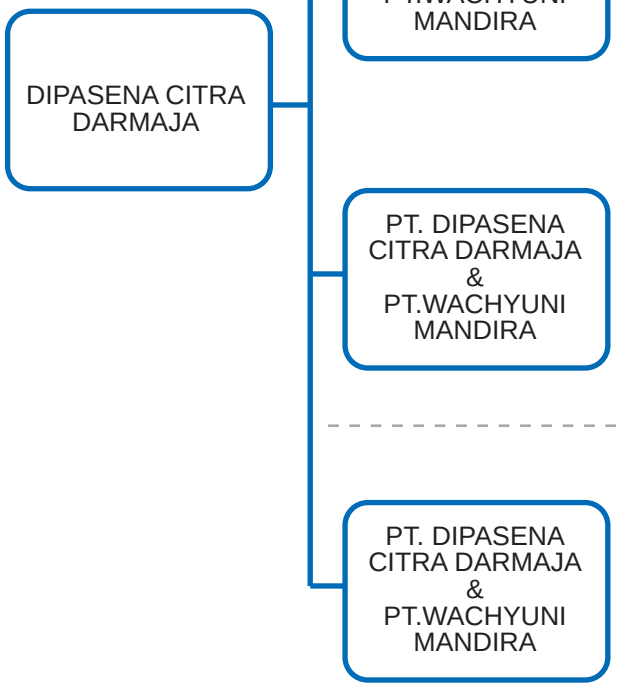
Founded by the LIM Family in 1984

Supported by
World Bank
Asian Development Bank
Government of Indonesia

Contents

Dipasena Group

Organization



The activities of the Dipasena Group principally comprise the cultivationand processing of shrimp and related activities at its shrimp aquaculture facilitiy in Lampung Province and South Sumatra Province, South Sumatra.

The Dipasena Group's operations are integrated and include hacteries, to cultivate shrimp fry from eggs spawned by brood stock (which are sourced from the sea) to post larval shrimp feed mills, to supply the farmers for the shrimp feeds, grow-out ponds to cultivate the post-larval shrimp to mature shrimp of harvestable size processing and cold storage facilities to process, package and freeze the shrimp for export, and shipping to transfer the shrimp to the buyers.

The Dipasena Group's two shrimp hatcheries that comprises 12 hatchery units, are located in Lampung and West Java. The Dipasena Group sources all of its shrimp fry from its hactheries.

The Dipasena Group has its own shrimp feed production facilities (with production capacity of 216,000 tons of feed per year). As of 31 March 2002,

The Dipasena Group had developed 25,762 grow-out ponds totaling approximately 7,275 hectares of cultivating area, on 97,065 hectares site in South Sumatra, of which over 15,00 hectares are developed, 60,290 hectares are currently being developed by Dipasena Group, and 19,708 hectares of Green belt (16,000 hectares of coastal Green Belt in new area and 3,708 hectares in the developed area)

At the same time, the Dipasena Group has facilities with capacity to process 150 tons (five weight) of shrimp per day into a variety of products, including head-on shrimp, headless shrimp, peeled shrimp and cooked or boiled shrimp.

The Dipasena Group has two vessels to transport the processed shrimp to Singapore for transfer to its ultimate destination.

All of the Dipasena Group's shrimp products are exported primarily to Japan (its main market which constituted 58% of its total sales, by volume in 1997), The United States, Europe and other parts of Asia.

About us

The company (Dipasena Citra Darmaja) was established in 1987 and in the same year, was granted its first concession to develop 16,250 hectares of previously uninhabited tidal swamp land in Lampung Province, South Sumatra.

The company had completed the conversion of the land into an integrated aquaculture facility with 18,064 ponds (totaling 3,613 hectares of cultivation area) and supporting infrastructure (including 1,300 kilometers of inlet and outlet canals and 3,708 hectares of mangrove).

The Company also developed processing and cold storage facilitiesat the same site and began to process shrimp in 1990.

In 1989, the Company began the development of its first shrimp hatchery, in Lampung Province, South Sumatra about 280 kilometers south of its aquaculture facility, with 1 hatchery unit.

The Company acquired PT Bestari Indoprima in November 1996, a company which, since its establishment by the Gajah Tunggal Group in 1988, has developed or acquired three shrimp feed processing mills.

The Company had it first harvests and commercial sales in 1989, selling shrimp into the domestic market, and began exporting shrimp (to Japan) in 1990.

The Company began exporting shrimp to the United States in 1992 and received clearance from the Food and Drug Administration (“FDA”) Department of the United States for its products to be imported without automatic detention in 1993.

In 1995, the Dipasena Group was granted a concession to extend its aquaculture facility through the development of 22,600 hectares of land adjacent to its current facility.

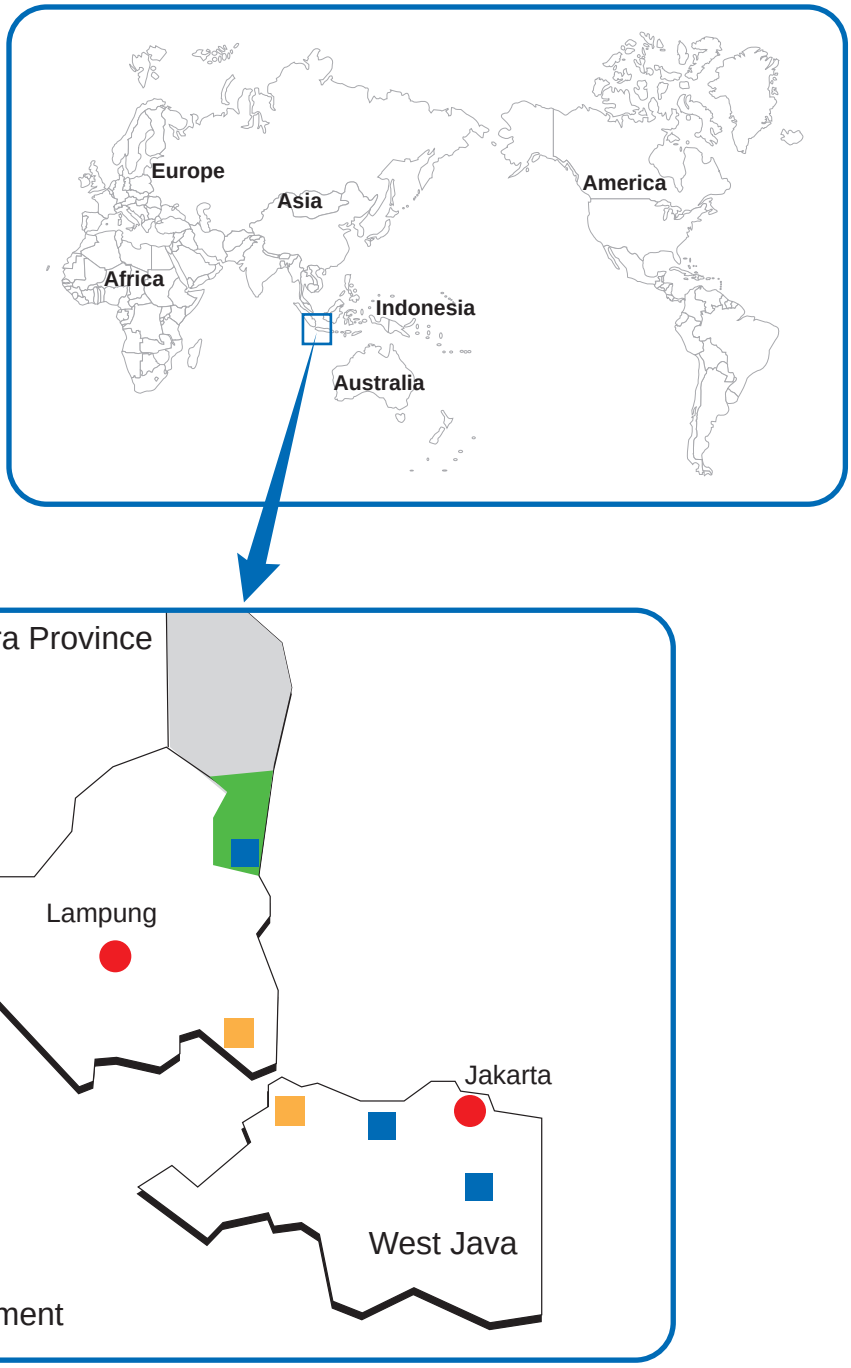
In February 1988, the Dipasena Group obtained another 30,000 hectares of concession area for its aquaculture facility expansion for the whole concession area of 97,065 hectares including 16,000 hectares of Green Belt.

In June 1997 the Dipasena Group’s grow-out ponds and processing facilities on its original 16,250 hectares site were deemed to be an export zone, enabling the Dipasena Group to import and export products from this area without paying any taxes or duties, and also meaning that all of the products produces at this site must be exported.

In September 1997, the new grow-out facilities were granted an exports zone status.

Location

Dipasena located at Lampung Province and West Java Indonesia



Employees

22,670 Employees and Farmer

7,097 Dipasena Farmer

1,171 Hatcheries

220 Feeds

1,775 Farmer Wahyuni

7,527 Farmer Wahyuni

5,012 Employees Dipasena

Grow-out Facilities

Grow-out Ponds

As of 31 March 2002, there were 25,762 ponds at the Dipasena Group's aquaculture facility in South Sumatra. The ponds are developed into 21 blocks, each containing between 1,200 and 3,200 ponds laid out in a grid structure.

The ponds measure either, 2,000 sq.m - 2,500 sq.m. 4,500 sq.m to 1,8 hectares each and provide a total 7,275 hectares of cultivating area. Each pond has a pump that delivers water and two eight inch drains, one in the center of the floor of thepond and the other in the corner of the floor of the pond, to drain away water.

Standpipes control the water depth of each pond at about 110 centimeters and each pond has two feeding bridges and two electric motor paddle wheels that aerate the water.

The ponds are owned and operated by farmers, who lives at the site and each owns and manages two ponds.

12,637 HOUSE EACH WITH 2 PLASTIC LINED PONDS

The ponds are lined with plastic that allows the ponds to be cleaned more quickly and effectively and therefore reduces the risk of disease spreading from one pond to another as compared to earthen ponds.

The plastic lining also allows tidal land to be developed which would otherwise not be suitable for aquaculture.

7,616 GROW-OUT PONDS IN EXPANSION AREA

The Dipasena Group is currently involved an expansion of its aquaculture and supporting facilities through the development of 60,290 hectares of land adjacent to its current facilities.

Of this area about 23,736 hectares will be developed into shrimp ponds and infrasctructure, divided into 5 blocks with 3,200 ponds of 2,500 sq. m in each block

Research and Development

181 PONDS RESEARCH AND DEVELOPMENT

The Dipasena Group's research and development, which employs 147, is responsible for continuing to develop farming techniques which are enviroment-friendly and for monitoring the water are around Dipasena's aquculture facilities.

Water from the ponds, inlets and outlets are sampled for 12 physio chemical parameters and bacteria on a monthly basis.

The Dipasena Group use plant-based products rather than antibotic and chemical pesticides.

The Dipasena Group is also trying to increase the use of natural food, such as algae, and to reduce the use of artificial pellet feed (although artificial feed is expected to remain the primary source of nutrition for the shrimp.

Disease Management

The Dipasena Group is continually attempting, through research and development and management techniques and controls, to reduce the incidences of disease among its shrimp.

Inlet water filtered through grills or treated to reduce the number of carriers of diseases (usually other crustaceans and fish) entering the cultivation pond, usually through the water supply, although these cannot be entirely prevented.

The ponds are lined with plastic which can be cleaned between harvests to ensure disease is not passed from one harvest to another.

The farmer are trained to indetify signs of disease amongst their shrimp to enable action to be taken, either to treat the shrimp if it is disease for which a cure is available, or if not, to immediately harvest the shrimp.

Farmer and Family

8,872 FARMER AND FAMILIES

When it began of its aquaculture facilities in 1989, the Company developed with the local government of Lampung a scheme pursuant to which smallholder farmer could own and operate their own plots of land.

As 31 March 2002, the Dipasena Group already had mutual relationship with 8.872 farmers. The Dipasena Group develops the land and transfers parcels of land (comprising two ponds, including the pump and paddle wheels, and a furnished house to farmers at a purchase price calculated by the Dipasena Group.

The purchase price is financed by a bank loan. Currently, the Government's policy is to encourage transmigration of people from urban to rural areas and the Indonesian state banks have provided bank loans for the purchase price to farmers at favorable rates of interest (currently all such loans are through Bank Dagang Negara Indonesia).

The state bank also provides a working capital loan to each smallholder. Repayment of the loans is made by way of deduction from the sale of the harvest from the smallholder's ponds.

While the loans are outstanding, the proceeds of harvests from the farmers' ponds are used to pay money owed to the Dipasena Group for feed, shrimp fry and other services provided by the Dipasena Group to the farmer and the remainder is applied to the payment of loan interest and principle.

The Dipasena Group provides a guarantee to the bank for the payment of the bank loan and interest Under the program , the Dipasena Group provides each farmer cash and goods advances, currently worth of 660,000 monthly, provides training for the farmers and supervise the farmer in managing the smallholding.

The farmers are required to operate and manage the ponds as directed by the Company and must purchase all fry, feed and fertilizers from the Dipasena Group and sell the harvested shrimp to the Dipasena Group.

The Dipasena Group pays bonuses to the farmer if their harvest meets certain size, survival rate and feed conversion rate criteria.

The Dipasena Group also provides some social benefits to the farmers and their families.

Training Program

5 MONTHS NEW FARMER TRAINING PROGRAM

Before being accepted, the farmers must follow the training conducted by the Dipasena Group.

The training process can last about 5 months including in-House training and Field internship.

While the loans are outstanding, the proceeds of harvests from the farmers' ponds are used to pay money owed to the Dipasena Group for feed, shrimp fry and other services provided by the Dipasena Group to the farmer and the remainder is applied to the payment of loan interest and principle.

13.798 EMPLOYEES IN GROW-OUT FACILITIES

The Dipasena Group had 13.798 employees as at 31 March 2002 in its grow-out facilities. Of the Dipasena Group's 13.798 employees, wives or relatives of farmers and live in farmers housing on the aquaculture facility.

The Dipasena Group provides its employees with a rangeof benefits, including, in certain circumstances, housing, recreation facilities, medical care, transportation, schooling, life insurance and food allowance.

The Dipasena Group also has structured training schemes for its employees. There has not been any significant industrial dispute involving the employees of the Dipasena Group.

Others

HOUSING AND SOCIAL FACILITIES

The total office area in the Company's operational area is about 0.5 hectares while the housing area is about 328 hectares.

The Company build 9 minimarkets, 9 clinics, and 16 shools for the farmers, employees, and their facilities.

3,087 STUDENTS IN 16 SCHOOLS

The company provides educational facilites to farmers and employees's childrean.

There were about 3.087 students attending 16 schools.

The schools vary from Kindergarten to Junior High School.

The company employed 111 staff and teachers for the schools.

FARMER SOCIAL BENEFITS

Employement opportunities for farmer's families in the Dipasena Group

Schools at the job site

Clinics at the job site

Religious facilities

Security services

Transportation

services

Hatcheries

Location and Area

The shrimp hatcheries are located on a 165 hectare site in South Sumatra (10 hatchery units) and a 3.49 hectare site in West Java (two hatchery units).

The hatcheries employed 1.171 people as at 31 March 2002. The hatcheries have an aggregate capacity to produce approximately 400 million fry per month.

New Hatchery Units in Lampung Increase Production Capacity 4.8 BillionFry per Year.

Production Process

BROODSTOCK

The hatcheries purchase about 5,000 to 6,000 male and female broodstock per month from local suppliers based in Medan (North Sumatra), Kalimantan and South Sumatra.

The ratio of male to female shrimp is about one to two. Each mother shrimp produces between 800,000 to 1,000,000 eggs over a two week period. The supply of broodstock has been reliable in terms of quality and quantity. With supplies coming from various areas, the Dipasena Group can place orders to whoever is able to supply at any given time.

The eggs hatch into the nauplius life stage after 18-20 hours. The first post-larval stage (PL-1) is reached 9-10 days thereafter. The shrimp PLs are fed on Artemia, a type of tiny brine shrimp, which is obtained from Salt Lake in the United State.

FRY PRODUCTION

The fry production is each of the six years and 31 March 2002 is set out in the table below :

Year	Production (Million of Fry)
1994	2203
1995	2486
1996	2695
1997	3485
1998	3275
1999	3247
2000	1873
2001	1481
2002	602.2

Year ended 31 March 2002

SALES

The fry (postal larval shrimp), almost all of them, are sold by the Dipasena Group to farmers operating shrimp ponds at its facilities (the Dipasena Group may sell fry to other third parties when it has excess production).

2,6 BILLION SHRIMP FRY / POST LARVAE PRODUCED PER YEAR

The larvae are cultured in the hatcheries for 10-11 days more from the time they reach the PL-1 stage.

They are then delivered to the grow-out ponds when they are 11-13 millimeters in length. Each fry production cycle takes about two months from the dry-out and preparation of facilities to the delivery of fry. The hatchery production schedules are matched with the requirements of the shrimp farms.

Production capacity depends on stocking densities and survival rates.

The Dipasena Group's policy is to stock larva at a density of 50 larva per liter of water. Survival rates are about 25 to 32% nauplii (hatched larva) to delivered fry.

QC & Water Sedomentation

The Quality Control Department of the hatcheries is responsible to check the quality of broodstock, eggs and nauplii, fry, water and algae & feed. The eggs hatch into the nauplius life stage after 18-20 hours. The first post-larval stage (PL-1) is reached 9-10 days thereafter. The shrimp PLs are fed on Artemia, a type of tiny brine shrimp, which is obtained from Salt Lake in the United State.

For shrimp fry control, each hatchery unit has its own laboratory which is responsible in monitoring the growth patterns and health conditions of the shrimp larvae.

There are 54 laboratory technicians work in the 10 hatchery units in Lampung.

WASTE WATER SEDIMENTATION POND

The used water from the hatcheries is treated before being released into these The used water is collected into the sendimentation ponds and areated in the oxidation ponds to eliminate organic substances and ammonia before being released into the sea.

The solid waste from the sedimentation ponds is disposed off by shovel. The hatcheries employ 6 technicians to regularly monitor the waste water in the sendimentation
ponds.

Water quality parameters such as dissolved oxygen, nitrites, and sulfites are regularly checked.

Shrimp Feed

Process and Quality Control

216.000 TONS/YEAR PRODUCTION FACILITIES

The Dipasena Group has shrimp feed processing facilities located in its farm site in :

- Lampung Province (20.72 hectares)
- Tangerang, West Jakarta (2.05 hectares)
- Karawang, West Java (2.56 hectares)

With total capacity to produce 216,000 tons of feed per annum.

There were 220 employees in the feed division at the end March 2002.

Water quality parameters such as dissolved oxygen, nitrites, and sulfites are regularly checked.

The Dipasena Group has open a new plant in its farm site in Lampung Province, which began operations August 1999, with capacity to produce 60,000 tons of feed per annum.

The new plant is intended to meet the increasing requirements of the Dipasena Group for shrimp feed as the development of the new aquaculture facility proceeds.

Production

The raw materials are weighed (the next proportions of the raw materials depends on the grade of feed being produced) and are crushed to fine particles to which the nutrients, binders and water are added before the mixture is steamed and passed through a pelled press. The pellets are cooked, dried and cooled before being packed. The feed is transported to the aquaculture facility by truck and ferry.

STRICT QUALITY CONTROL ON DIPASENA's SHRIMP FEED PRODUCT

The Quality Control Department monitors the quality of the raw materials, finished products, and also the impacts to the shrimp. The Dipasena Group em ploys 10 staffs in the Feed Division's Quality Control Department.

Shrimp feed is fed to the fry and shrimp. The Dipasena Group's processing capacity and actual production in each of the eight years ended 31 March 2002 was as follows:

Year	Million of Tons	
	Actual Production	Capacity
1994	42.6	66.0
1995	49.5	138.0
1996	71.3	138.0
1997	58.7	132.0
1998	89.2	132.0
1999	61.5	174.0
2000	15.2	174.0
2001	21.4	174.0
2002	5.8	

Year ended 31 March 2002

The shrimp feed processing plants must have sufficient capacity to produce feed to meet the requirements of theDipasena Group during the peak harvesting season.

Shrimp feed is persihable and has a maximum storage life of three months, although its quality is best when it is first produced.

This means that during periods when the Dipasena Group'sfeed requirements are lower the feed processing plants do not operate at full capacity.

In 2002, over 91% of the feed produced was used by the Dipasena's Group

Products

The shrimp feed processing plants produce six grades of feed pellets as different grades (which vary in content and pellet size) are use as the shrimp grow.

The Dipasena Group is currently the market leader in Indonesia.

Shrimp feed is comprised of wheat flour, fish meal, soy bean meal, waste shrimp head and shell, squid liver powder and nutrients. The fish meal, soy bean meal and squid liver powder are imported, the wheat flour is purchased locally and the shrimp head and the shell are waste products form the Dipasena Group's shrimp processing facilities.

The Dipasena Group has not experienced, and not expect to experience, any difficulties in obtaining the raw materials to produce its shrimp feed

Production and Processing

Shrimp Cultivation Cycle

FRY STOCKING

Approximately 50,000 fry are delivered to each ponds that has been filled with sea water and some fertilizers to encourage the growth of plankton on which the fry (post larva shrimp) feed.
The Dipasena Group uses an average stocking density of 25 shrimp per square meter, which the Dipasena Group has found to be the most efficient stocking density.

Growth and survival rates are affected by the quality of the fry, stocking density, quality of the feed and water, nature of the pond conditions and disease (the two most common viral infections which attack shrimp are white spot and the MBV virus which kill the shrimp, causing a forced harvest of the shrimp before they have grown to the ideal harvest weight).

FEEDING AND EXCHANGING WATER

The Dipasena Group's technical supervisors checks fry before delivery for size, length, color, growth rate and potential disease. The fry are fed with feed produced by the Dipasena Group following guidelines developed by the Dipasena Group as to the type, amount and regularity of feed, which vary with the size and development of the fry. On average, 2.9 kg of feed are required during the cultivation period to produce one kg of live shrimp.

The Dipasena Group has developed quidelines on the amount of feed given to the shrimp (to avoid excess feed polluting the water and on the regularity and amount of water which should be changed in the ponds. Approximately 15 to 25% of the water in each pond is changed each day, with the amount of water changed increasing as the shrimp mature.

HARVESTING

Technical supervisors, employed by the Dipasena Group, determine when shrimp are to be harvested, usually when the shrimp are about five months old. Harvesting is scheduled to ensure the harvested shrimp can be processed at the processing facilities within the shortest possible time.

To harvest the shrimp, water is drained from the pond, which take about one to two hours. The shrimp are trapped in nets during the draining and are chill-killed by being put into containers of ice and water. The shrimp are then transferred by boat to the Dipasena Group's processing plant for processing.

CLEANING

Following the harvesting of shrimp, the pond is drained of water and thoroughly cleaned, with all mud, shrimp and other animals being extracted from the plastic lining by hand and the pond and embankment are then washed with sea water. Chlorine is sometimes used to clean the pond if there had been any incidences of disease in the previous harvest. The pond is left to dry in sunlight for an average of two to three weeks which helps to retard the development of hydrogen sulphide, ammonia and other substances which are potentially harmful to the shrimp

TRANSFER HARVESTED SHRIMP TO PROCESSING PLANT

The harvested shrimp are then transferred by boat to the processing plants for processing, packaging, and freezing within an average of four hours of leaving the water.

Shrimp Processing

SHRIMP PROCESSING

The shrimp processed into four categories of shrimp products as follows:

A 

HEAD-ON SHRIMP (HO)
The shrimp are sorted by hand according to color(black, blue and brown) and quality (depending on any damage to the meat or shell).

The quality control department then rechecks the sorted shrimp before the shrimp are sent for packing and freezing.

Shrimp must be of the highest quality to be sold as head-on shrimp.

B 

HEADLESS SHRIMP (HL)
The shrimp's head is removed by hand, and the shrimp are then washed before being sorted by size and quality and packed in the same way as head-on shrimp

C 

PEELED SHRIMP (PD,PUD)
The shrimp may then be deveined (the vein in the back of the shrimp is removed) by hand to produce peeled deveined (PD) shrimp.

The head, legs, tail and shell are removed by hand to produce peeled undeveined (PUD) shrimp.

D 

COOKED SHRIMP
Shrimp are boiled to produce boiled of cooked shrimp.

NEXT PROCESS IS FREEZING

Shrimp Processing

FREEZING

Following processing, the shrimp are weighed and arranged by hand in a molding pan before being frozen in a contact plate freezer using one of two methods, block frozen (the shrimp are neatly arranged in a molding pan and water is added to the pan so that on freezing the shrimp are embedded in block of ice) and semi-individually quick frozen (the shrimp are neatly arranged in a molding pan with plastic sheed placed in between layers so that in freezing the shrimp are joined together side by side but at the same time easy to defrost or to separate) and in a spiral freeser using individually quick frozen method (each shrimp is frozen individually).

It takes approximately 85 to 100 minutes to freeze 3.70 tons of headless shrimp and between 85 to 100 minutes to freeze 2.67 tons of head-on shrimp.

The individually quick frozen shrimp (IQF), the semi-individually quick frozen (SIQF) shrimp, and the block shrimp are glazed with fresh water to produce thin [protective] layers of ice before being wrapped in plastic and an inner and outer carton for loading onto containers which are stored ready for shipping.

The waste shrimp head and shell are transfered to the Dipasena Group's shrimp feed processing plant and re-processed to produce shrimp feed.

HIGH QUALITY SHRIMP to MEET THE FDA GUIDELINES & STRICT JAPANESE STANDARDS

The Dipasena Group's processing and storage facilities are operated under strict sanitation and hygiene standards. The Dipasena Group has appointed 35 supervisors who are responsible for making quality control checks at each state of processing and packing the shrimp.

The quality control is regularly performed (every hour) when shrimp received, heads removed, size and quality corrected, shrimp arranged in layers, frozen and packed. The quality control checking is also performed on sanitation of workers and equipment, shirmp quality, size, color uniformity, layering pattern, cleanliness of packaging materials, and correct labeling of master and inner cartons.

NEXT PROCESS IS PACKAGING

Shrimp Processing

PACKAGING

The shrimp products are frozen either in block or by individual quick frozen method in various net weights, as summarized as follows:.

Type	Description	Net. Weight
Block	42.6	1.3kg, 1.8kg, 4lbs, 2kg
IQF	49.5	180gr, 400gr, 1kg, 2lbs, 4lbs, 5lbs
Semi IQF	71.3	138gr, 165gr, 220gr, 276gr, 300gr, 315gr, 330gr, 400gr, 440gr, 500gr, 650gr, 1.3kg,1.8kg
IC	Inner Carton	500gr, 600gr, 650gr, 1.3kg 1.6kg, 1.8kg, 2kg, 2.2kg
Polybag	Plastic bag for IQF / Semi IQF	138gr, 165gr, 220gr, 650gr, 276gr, 300gr, 315gr, 330gr, 400gr, 440gr, 500gr, 1kg, 5lbs
MC	Master carton, consists of six inner cartons of shrimp	4.5kg, 6kg, 6.5kg, 7.2kg, 7.6kg, 7.8kg, 8kg, 10.8kg, 18.8kg, 20lbs, 24lbs

Legend

Type	Description
Block	Shrimp frozen inside a block of ice
IQF	Shrimp frozen individually
Semi IQF	Shrimp frozen together side by side with no water added
IC	Inner Carton
Polybag	Plastic bag for IQF / Semi IQF
MC	Master carton, consists of six inner cartons of shrimp
HO	Head-On Shrimp
HL	Headless Shrimp
PUD	The head, legs, tail and shell are removed by hand to produce peeled undeveined
PD	the vein in the back of the shrimp is removed by hand to produce peeled deveined

NEXT PROCESS IS SALES AND DISTRIBUTION

Shrimp Processing

SALES AND DISTRIBUTION

The Dipasena Group sells most of its shrimp to Asia, United, Europe, Australia and Canada.

DISTRIBUTION

The Dipasena Group has two 2,000 ton transport vessels, each of which can carry 24 refrigerated containers of 40 feet each (approximately 380 tons of processed shrimp). The Shrimp are packed in 40 feet regrigerated containers (which hold about 380 tons of processed shrimp).

These containers are loaded at the Dipasena Group's port onto one of the Dipasena Group's two transport vessels for transport to Singapore where they are transferred to long haul vessels for transfer to their export destination.

The landing craft take approximately two and a half days to transport the shrimp from South Sumatra to Singapore.

Shrimp Pond Production

Each of the Dipasena Group's ponds can produce two harvests of shrimp each year, each harvest being of approximately 600 kg, harvests from the larger ponds at the new aquaculture facility are expected to be of approximately between the range 700 kg to 3 tons due to the larger size of the ponds.

With 18,064 ponds of 2,000 sq. m. and 5,942 ponds of 2,500 sq. m., and 1,674 ponds of 4,500 sq. m. to 1,8 hectares based on the average yields described above, as at 31 March 2002 the Dipasena Group had capacity to produce about 27,077 tons of shrimp per year, being about 1.13 billion shrimp.

The Dipasena Group's actual production of shrimp in each of the eight years ended 31 December 2001 was as follows:

Type	Million of Fry Production
1994	11509
1995	16249
1996	19854
1997	15799
1998	13705
1999	12287
2000	655
2001	59.5

Facilities

OVER 14,000 TON CAPACITY PROCESSING FACILITES

The Dipasena Group's processing facilities are located at its aquaculture site as, in order to produce good quality shrimp products it is important that the processing facilities are located close to the aquaculture ponds so that the shrimp can be processed within the shortest possible time.

Three freezer storage units (with a total capacity to store over 4,000 of processed shrimp), and an ice making plant capable of producing over 4,000 tons of ice per month (the ice is used when harvsting and processing the shrimp to preserve the freshness of the shrimp).

The total processing and cold storage employees are 3,223 people.

Products and Brands

Products and Brands

The Dipasena Group sells its products under various brands.
Most of the brands are belongs to the Dipasena Group.

Brand	Category	Net. Weight
Le Ocean	PD Cooked IQF	1kg
DCD	HL Block, HL IQF, HL SIQF, HO Block, HO SIQF	1kg, 1.3kg, 1.8kg
Fresh & Fresh	HL Block, HL IQF, HO Block, HO SIQF, PTO S	138gr, 165gr, 275gr, 276gr, 276gr, 330gr, 440gr, 1kg, 1.3kg, 1.8kg
Lotus	HO Block, HO SIQF, PUD, PD, PDTO IQF	1kg, 1.8kg, 4lbs, 5lbs
Ocean King	HL Block, HL IQF	2lbs, 4lbs, 5lbs
Sea Lion	Master carton, consists of six inner cartons of shrimp	1.3kg, 1.8kg
Golden Tiger	HO Block, HQ SIQF, PUD	500gr, 600gr, 650gr
New & New	HO SIQF, HLSIQF, PTO SIQF	1.8kg, 4lbs
Sea Dea	HL Block	300gr, 315gr, 330gr
Kisoji	S.PTO SIQF	500gr
Blue Java	HL Block	500gr
Torei No.1	HO Boiled SIQF	1.8kg, 4lbs

Legend

Type	Description
Block	Shrimp frozen inside a block of ice
IQF	Shrimp frozen individually
Semi IQF	Shrimp frozen together side by side with no water added
IC	Inner Carton
Polybag	Plastic bag for IQF / Semi IQF
MC	Master carton, consists of six inner cartons of shrimp
HO	Head-On Shrimp
HL	Headless Shrimp
PUD	The head, legs, tail and shell are removed by hand to produce peeled undeveined
PD	the vein in the back of the shrimp is removed by hand to produce peeled deveined

Sales and Distribution

Sales and Distribution

14 WORLD-WIDE CUSTOMERS

All of the Dipasena Group's shrimp sales are through distributors. Although the Dipasena Groups does not have formal distribution contracts, it has relationships with several distributors that have been in effect for 8 years.

As at 31 March 2002, there were 14 distributors of the Dipasena Group's products, covering ten jurisdictions. In 1994 and 1995, the Company's three main distributors, Mitsubishi, Nichirei and TransPac, purchased 96% and 97% respectively (by value of sales) of the Dipasena Group's products.

Although the actual volume of sales to each of these distributors increased in 1996 and 1997, the share taken by these distributors as a percentage of the Dipasena Group's sales, by value, was reduced to 84% and 71%, respectively, due to increases in the Company's volume of production and the number of distributors of its products.

While these three distributors purchase a high percentage of the Dipasena Group's shrimp, the Dipasena Group does not believe that loss of any of these distributors would have a lasting material adverse effect on the Dipasena Group's results of operations as the Group believes that other distributors could be obtained. Nevertheless, it is the Company's policy to continue to increase the number of distributors to reduce its reliance on its main distributors.

Since 1996, the Company's policy has been to appoint at least two distributors in each jurisdiction to increase its distribution network and reduce its reliance on any one distributor.

List of Distributor

LIST OF DISTRIBUTOR

- Mitsubishi
- Nichirei
- Toyo Suisan
- Yen and Brothers
- Sam Fat
- Transpac Food
- Mc Marine
- Nichirei Food
- Central Seaway
- Calkins & Burke
- Diamond Sea Food
- Oceanic Food
- Atka NV
- Farwest

p.t.dipasena citra darmaja

Design by:
Asia Idea Pte.Ltd
www.asiaidea.com