



Business Plan

Regal Springs Indonesia



About Regal Springs Indonesia



Regal Springs Indonesia is a leading producer and exporter of premium quality tilapia, committed to sustainable aquaculture practices. Our operations prioritize not only fish quality but also environmental responsibility and the health and welfare of local farming communities.

Our tilapia is raised in open-air freshwater lakes under strict quality standards that combine the best of nature with industry expertise. This approach allows us to deliver clean, nutritious, and high-quality products that meet international expectations.

As part of the Regal Springs Group, we bring over 30 years of global experience in responsible tilapia production, with a well-established export presence across Europe, Asia Pacific, and North America.



Our Story



1988

JAVA

Founded in 1988 in Wunut, Central Java, Indonesia, PT Aquafarm Nusantara (PT AN) has been operating since 1989.

Our founder, a UN aid worker, formed the vision of establishing fish farming: providing livelihoods to and supporting healthy rural communities, while protecting the environment of our pristine freshwater lakes.



1991

In 1991, the business expanded into cage farming and opened our first hatchery.

1994

Regal Springs began to export into the United States, where it opened its first sales office in 1994.



1998

Regal Springs expanded the business to North Sumatera by

- Started Farming in Lake Toba
- Opened a Hatchery & Processing Plant in Lubuk Naga, Medan

North Sumatera operations represents our most valuable assets in Indonesia.

2019
AS A MILESTONE

We launched Regal Springs WE CARE (KAMI PEDULI) – the world's first integrated sustainability program for Tilapia production with Community, Education & Health programs.

2012

Regal Springs Indonesia was the first farm globally to achieve Aquaculture Stewardship Council (ASC) certification.

Our sustainable aquaculture model merited the Regal Springs group to achieve ASC and BAP certification for responsible aquaculture practices. We continue to achieve this certification every year.

Today

Today, Regal Springs, the largest producer of responsibly farmed premium Tilapia, acts as a full solutions provider to retail and foodservice customers.

In Indonesia, we sell premium Tilapia products to nation wide to retail food service, local value-added processor channels and micro, small and medium enterprises (MSMEs).

Our Vision

Building on our humble beginning more than 35 years ago, Regal Springs continue its journey with sustainability commitments stronger than ever.

Our 5-year sustainability vision aims at scaling up sustainable aquaculture best-practices, working closely with all stakeholders on Lake Toba for an harmonious economic and social development, while protecting our environment, and contributing to the growth of Blue Foods Movement we need for planet and people, and continue to provide sustainable, healthy, nutritious and affordable food to people worldwide.

Worldwide Quality Standard



Tilapia Farming

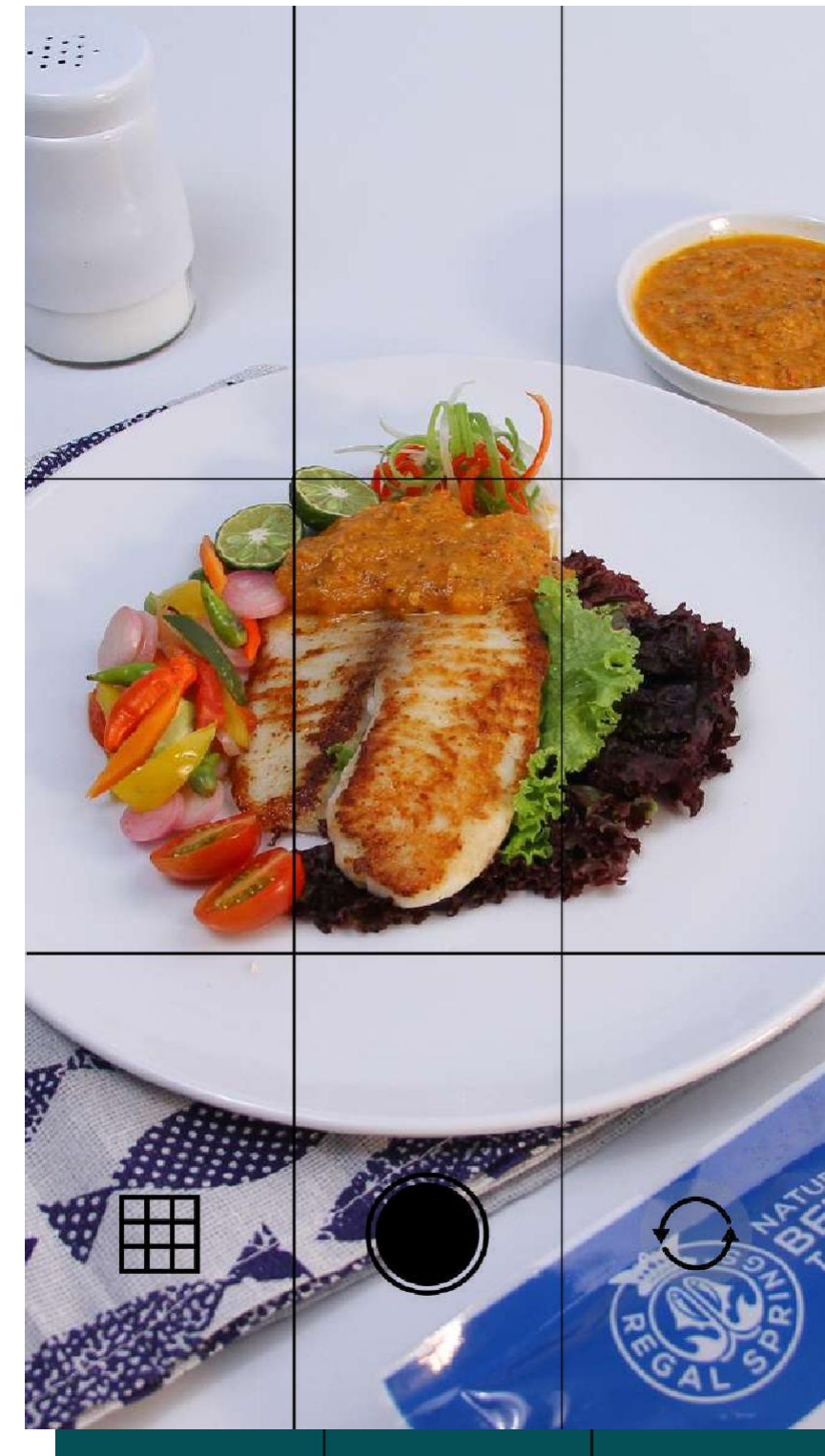
Our tilapia are responsibly farmed in the pristine waters of **Lake Toba, North Sumatra**, one of the world's deepest volcanic lakes, reaching depths of up to **60 meters**.

We raise our fish **without antibiotics, growth hormones, or synthetic chemicals**, ensuring a naturally clean and sustainable product. Our entire production process is fully **traceable**, giving our partners and consumers confidence in every step of the supply chain.

The result is tilapia that is:

- **100% traceable**
- Naturally produced
- Tasty, clean, and rich in nutrition

Our responsible aquaculture practices make our products ideal for retail and food service markets that prioritize food safety, transparency, and sustainability.



WHY REGAL SPRINGS TILAPIA?



**HIGH PROTEIN &
VITAMIN D**



LOW FAT



**FREE ANTIBIOTIC AND
CHEMICAL**



FREE OF MUDDY SMELL



**NATIONAL AND
INTERNATIONAL
CERTIFICATION STANDARDS**



NATURAL FRESH TASTE



SOFT AND EASY TO BITE



PROTECTION GLAZING 6-8%



FRESH MEAT COLOR



**SUITABLE TO BE PROCESSED
INTO A VARIETY OF FOODS**



FARMING IN FRESHWATER

Our Products



Main Product



Fillet Deep Skin



Loin



Portion



Fillet
Non-Deep Skin



Pre-Cut



Fillet Skin-On



Whole Gilled
Guted Scaled
Black Tilapia



Product Marketed
Domestically



Our Products



By Products



Belly Meat



Trimming
Belly Meat



Collar Bone



Tilapia Skin



Dried-Scale



Fish Head



Fish Frame



Trimming Meat



Fish Oil





Strong Market Presence in Tilapia Industry

- Regal Springs controls approximately 80% of the tilapia market in the United States, making it a leading and trusted supplier.
- The company produces around 30,000 tons of tilapia annually.
- About 90% of this production is exported to the U.S. market, highlighting its focus and strength in serving U.S. customers.
- Regal Springs also serves key international markets including **Europe & Asia Pacific**
- This significant volume and market share demonstrate **Regal Springs' commitment to quality, consistent supply, and customer satisfaction** in one of the largest seafood markets globally.





Payment Term

- CBD (Cash Before Delivery)
- CAD (Cash Against Documents)
- LC at Sight

Contract Option

- Medium to long-term agreements (6 to 12 months)
- Volume-based pricing and supply commitment

Security Supply

We ensure a stable and uninterrupted supply through:

✓ Scalable Production Capacity

- Able to increase output quickly to meet growing demand
- Flexible manufacturing to support large or urgent orders

✓ Reliable Inventory Planning

- Smart forecasting to keep products in stock
- On-time delivery backed by efficient inventory management

Competitive Price

We offer pricing that is fair, flexible, and tailored to your needs:

✓ Volume Based Discounts

- Lower unit prices for larger order quantities

✓ Market Aligned Rates

- Regularly reviewed to stay competitive in the market

✓ Flexible Based on Delivery Terms

- Pricing adjusts based on delivery timelines and terms





1. End-to-End Shipping Coordination (FOB/CIF/DDP)

- **FOB (Free On Board):** We manage shipments where responsibility transfers once goods are loaded onto the transport vessel at the origin port. We coordinate pickup, export customs clearance, and ensure goods are safely loaded for international transport.
- **CIF (Cost, Insurance, and Freight):** Our team arranges shipping that covers the cost, insurance, and freight up to the destination port. We ensure your goods are insured during transit and handle the necessary shipping and insurance documentation.
- **DDP (Delivered Duty Paid):** We take full responsibility from the origin all the way through customs clearance at the destination, including payment of duties and taxes, ensuring your products are delivered right to your doorstep without any hassle.

2. Timely and traceable deliveries

3. Customized packaging and labeling per market requirements

4. Documentation support for import/export compliance



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