Petrokimia Gresik is Agroindustry Solutions company and holding member of Pupuk Indonesia is commit to support the government in improving national economic performance. Apart from providing complete services for agroindustrial solutions for sustainable agriculture, another strategy is to differentiate between businesses. One of them is the downstreaming of products to support the domestic manufacturing industry, especially those which is carried out by state-owned companies.

President Director of Petrokimia Gresik, Rahmad Pribadi conveyed that this strategic was in line with the government policy which focuses to grow manufacture industry sector as one of motor of national economy.

"In this case, Petrokimia Gresik supply Aluminium Flouride (AlF$_3$) and Purified Gypsum to some of SOEs. This product is a by product from the phosphoric acid production (fertilizer raw material)," said Rahmad.

Furthermore, Rahmad said that AlF$_3$ is used by PT Asahan Aluminium Indonesia (Inalum) as an auxiliary material for the aluminium smelting industry. Meanwhile, Purified Gypsum is used as raw material by the cement industry, namely Semen Indonesia Group and PT Semen Baturaja.

Currently, Petrokimia Gresik has a production capacity of 12,600 tons of AlF$_3$ per year. Of this amount, this year, about 5,000 tons of them were sold to PT Inalum. The rest will be marketed to some countries such as India, Japan, the United States, and some countries in the Middle East.

"In the future, Petrokimia Gresik will increase its capacity because the market potential is still very prospective," said Rahmad, optimistic.

For Purified Gypsum, Petrokimia Gresik currently has a production capacity of 1.5 million tons per year. In 2020, 750 thousand tons of which will be used to support the Semen Indonesia Group industry (Semen Tonasa, Semen Gresik, and Solusi Bangun Indonesia), as well as around 80 thousand tons to support the production of PT Semen Baturaja.

"Thus, we do business differentiation not only for fertilizer products, but also for non-fertilizer products, one of which is chemicals," said Rahmad.

Not only that, Petrokimia Gresik's support for the domestic manufacturing industry which is currently still in the planning and development stages of the business transformation program are Methyl Ester Sulfonate (MES) and Soda Ash products.

Rahmad explained that MES is a new product developed in collaboration with the Surfactant Bioenergy Research Center, Bogor Agricultural University (SBRC IPB). MES is a bio-
degradable surfactant that can be used in the oil and gas sector to increase production of old oil fields through EOR (Enhanced Oil Recovery) technology.

“This is a new important breakthrough that have been waited and expected by oil and gas industry players in Indonesia,” said Rahmad.

Next, Petrokimia Gresik will also build a Soda Ash factory with a capacity of 300 thousand tons. This factory will later be the first in Indonesia, and will be an important pillar in supporting the growth and development of the domestic glass and detergent industry.

"Through this product downstream program, it is hoped that Petrokimia Gresik will be able to carry out its main duties as a support for national food security while strengthening the structure of the national manufacturing industry," Rahmad concluded.