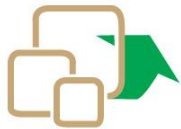


TIGARAKSA SATRIA

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# AGENDA

01

PT Tigaraksa Satria Tbk  
In Brief

02

2018 Business  
Performance

03

2019 Work Program

04

23 April 2019  
AGMS Results

**PUBLIC EXPOSE 2019**



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# PT TIGARAKSA SATRIA, Tbk *IN BRIEF*

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# COMPANY HISTORY



**Menanamkan  
Modal di  
PT Blue Gas  
Indonesia**

**2000**

**Membuka  
Unit Manufacturing  
Services, Sleman  
Yogyakarta**

**2005**

**Meluncurkan  
Identitas  
Korporasi Baru**

**2010**

**Berawal dari  
Perusahaan  
Trading Keluarga  
Bapak Widjaja**

**1919**

**Memulai  
Importasi Consumer  
Products (CP)**

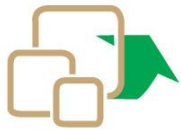
**1960**

**PT Tigaraksa Satria  
Berdiri, Kegiatan  
Utama Sales &  
Distribution CP**

**1988**

**Mencatatkan  
Saham (TGKA) di  
Bursa Efek Jakarta  
dan Bursa Efek  
Surabaya**

**1990**



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# SHARE OWNERSHIP



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# BUSINESS UNITS



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**Consumer Products**



**Manufacturing Services**



**LPG Refills &  
Kitchen Appliances**



**Educational Products**

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# PRINCIPALS & PRODUCTS



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KATEGORI CATEGORY		PRINSIPAL PRINCIPAL	PRODUK PRODUCTS
A	BABY FOOD	1 PT. Sarihusada Generasi Mahardhika	SGM, SGM Bunda, SGM Soya, SGM LLM, SGM BBLR, SGM PHPro, SGM Gain
		2 PT. Wyeth Nutrition Sduaenam	S26 Promil, S26 Procal, S26 Promise, S26 Nursoy, S26 Comfort, S26 Nutrisure
		3 PT. Nutricia Indonesia Sejahtera	Nutrilon Royal, Nutrilon Royal Soya, Nutrilon Royal Pepti Junior, Nutrilon Royal Premature Pro Plus (MD), Nutrilon Royal Post Discharge Formula (PDF), Nutrilon Royal Allepre, Nutrilon Royal Comfort
		4 PT. Nutricia Medical Nutrition	Infratrini, Nutrinidrink, Neocate, Fortini, Ketocal
B	OTHER FOOD	5 PT. Surya Jaya Abadi Perkasa	CIP Corned Beef, Sopini, Sausage, Strawmushroom, Champignon mushroom, Sardines
		6 PT. Blambangan Foodpackers Indonesia	CIP Sardines
		7 AB Food & Beverages (Thailand)	Ovaltine Malted Chocolate Drinks
		8 PT. Yupi Indo Jelly Gum	Yupi Jelly Gum Candy
		9 PT. Multi Bintang Indonesia	Bir Bintang, Heineken, Bintang Zero, Green Sands, Fayrouz, Strongbow
		10 PT. Mars Symbioscience Indonesia.	Pedigree, Whiskas, Cesar, Catsand, Sheba
		11 PT. Quaker Indonesia	Quaker Instant Oatmeal, Quaker Quick Cook Oatmeal, Quaker 3in1
C	BODY CARE & HOME CARE	12 PT. DSG Suryamas Indonesia	Certainty
		13 PT. Colgate-Palmolive Indonesia	Colgate Toothpaste, Colgate Mouthwash, Colgate Toothbrush, Palmolive Shower Gel, Palmolive Shampoo
		14 PT. Yasa Mitra Perdana	Caladine, JF Sulfur, Oilum, Belsoap
		15 PT. Marketama Indonesia	Antis, Kispray, Force Magic, Sofell, Adem Sari, Pro man

# DISTRIBUTION *COVERAGES*



# Employee: **1.827**

# Salesforce: **776**

# Outlet coverages: **175.000**

# Sub-distributor: **61**

# Branches: **35**

# Central Warehouse: **4**

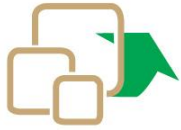


TIGARAKSA SATRIA

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# ORGANIZATION FOUNDATION

## VISION

To succeed and excel as a market – driven sales and distribution organization



### ORGANIZATION VALUES

1. Integrity
2. Independence
3. Innovation



### BRAND FOUNDATION

Optimize Growth



### BRAND TAGLINE

Always Ahead



### ORGANIZATION CORE COMPETENCIES

1. Know Your Customer
2. Relationship Management
3. Innovation
4. Knowledge Management
5. Supply Chain Management

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# DEWAN KOMISARIS



01. Presiden Komisaris :  
**Meity Tjiptobiantoro**
02. Komisaris :  
**Shinta W. Kamdani**
03. Komisaris :  
**Chandra N Widjaja**
04. Komisaris Independen :  
**Franky Jamin**
05. Komisaris Independen :  
**Bambang Setiawan**
06. Komisaris Independen :  
**Hendra Kartasasmita**

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## DIREKSI



01. Presiden Direktur :  
**Lianne Widjaja**
02. Direktur Independen :  
**Adhi B Supit**
03. Direktur Independen :  
**Eddy Sutisna**

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# 2018 *BUSINESS PERFORMANCE*

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TIGARAKSA SATRIA

# NERACA

*per 31 Desember 2018  
dalam miliar Rupiah*

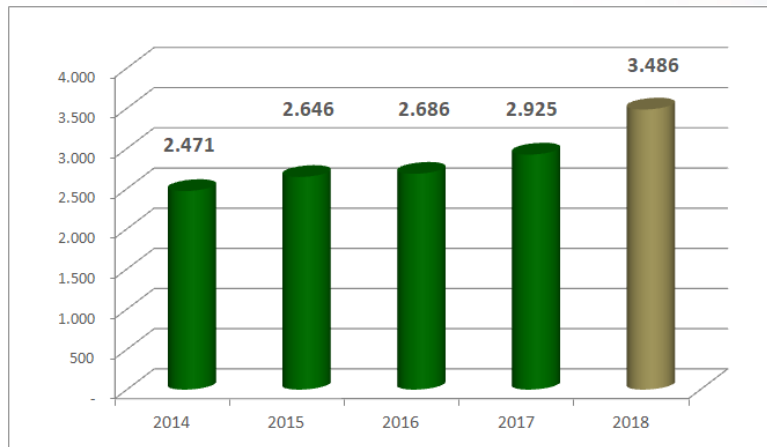
	2018	2017	2016	2015	2014
ASET LANCAR	3,293.4	2,736.5	2,489.5	2,420.8	2,276.8
ASET TETAP	94.1	104.1	116.9	138.7	154.9
ASET LAINNYA	98.0	84.4	79.7	86.8	39.1
TOTAL ASET	3,485.5	2,925.0	2,686.0	2,646.3	2,470.8
KEWAJIBAN LANCAR	1,928.7	1,533.9	1,446.5	1,515.0	1,465.8
KEWAJIBAN TIDAK LANCAR	309.0	313.5	295.6	288.4	270.2
TOTAL KEWAJIBAN	2,237.7	1,847.4	1,742.1	1,803.4	1,735.9
TOTAL EKUITAS	1,247.8	1,077.6	943.9	842.9	734.9

**PUBLIC EXPOSE 2019**

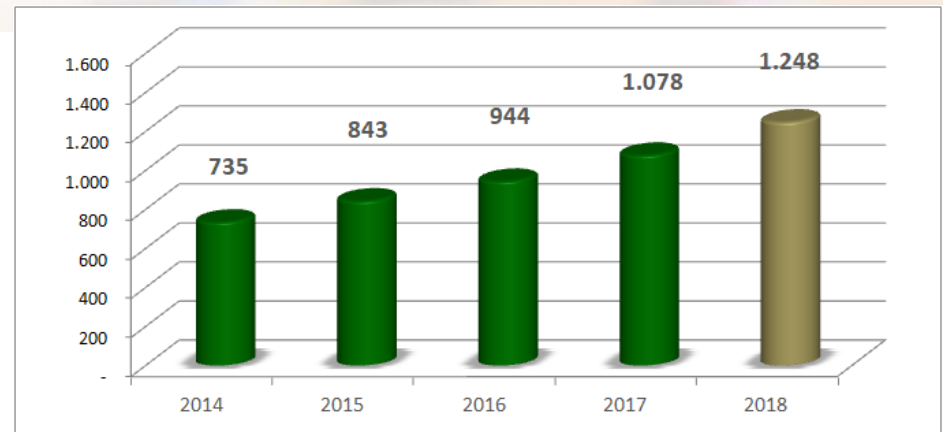


# ASSETS, *LIABILITIES* & *EQUITY*

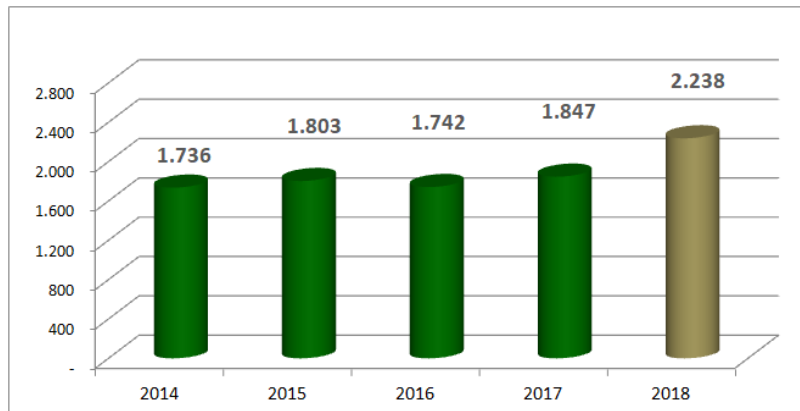
**JUMLAH AKTIVA / TOTAL ASSETS**  
(in billion)



**JUMLAH EKUITAS / TOTAL EQUITY**  
(in billion)



**JUMLAH LIABILITAS / TOTAL LIABILITY**  
(in billion)





TIGARAKSA SATRIA

ALWAYS AHEAD

## RUGI LABA

*per 31 Desember 2018  
dalam miliar Rupiah*

	2018	2017	2016	2015	2014
PENJUALAN BERSIH	12,940.1	10,047.0	9,614.7	9,526.9	9,463.0
LABA KOTOR	1,415.3	1,119.3	1,059.0	1,084.9	968.4
LABA USAHA	442.5	343.6	301.7	340.7	297.1
LABA TAHUN BERJALAN	318.6	255.0	211.2	196.0	165.1

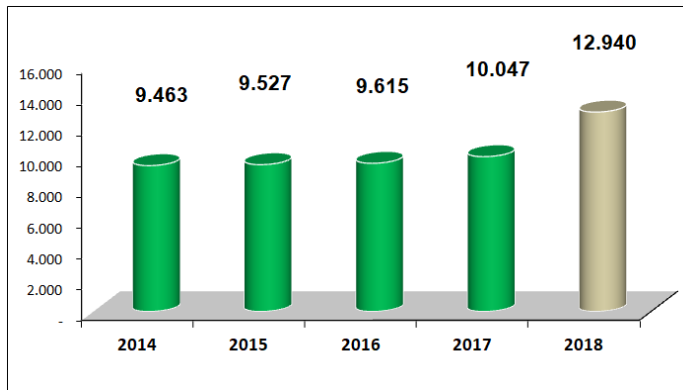
**PUBLIC EXPOSE 2019**

# PENJUALAN *BERSIH & LABA*

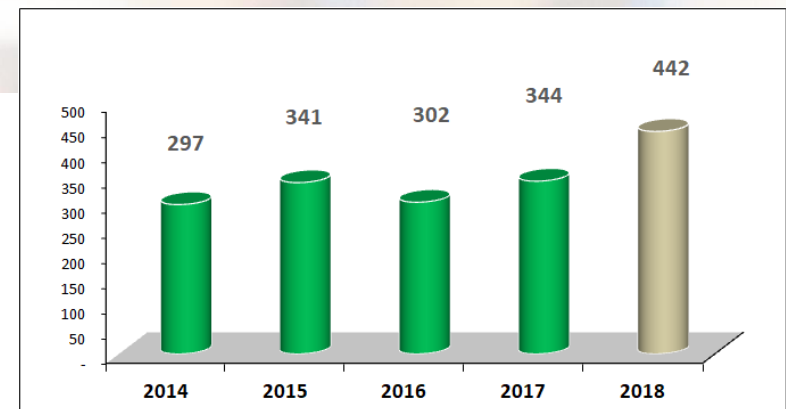


TIGARAKSA SATRIA

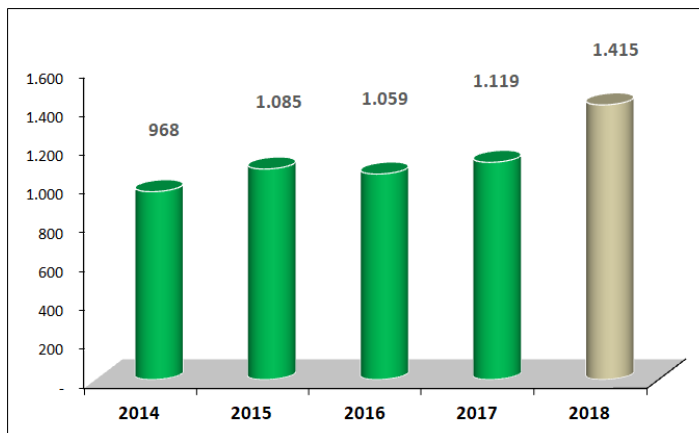
**PENJUALAN BERSIH / NET SALES**  
(in billion)



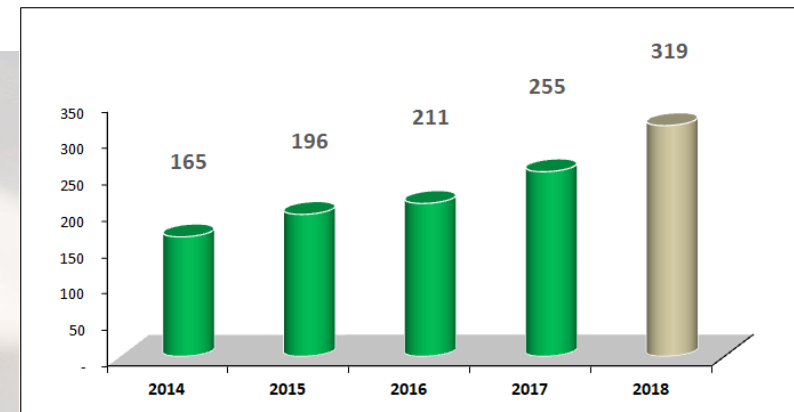
**LABA USAHA / OPERATING INCOME**  
(in billion)



**LABA KOTOR / GROSS PROFIT**  
(in billion)



**LABA TAHUN BERJALAN / PROFIT FOR THE YEAR**  
(in tonase)



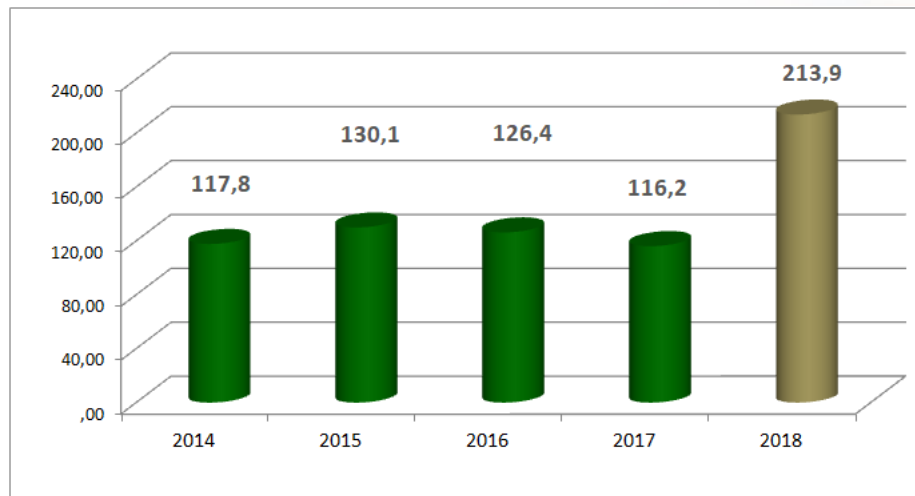


# ECONOMIC PROFIT & *DEVIDEND*

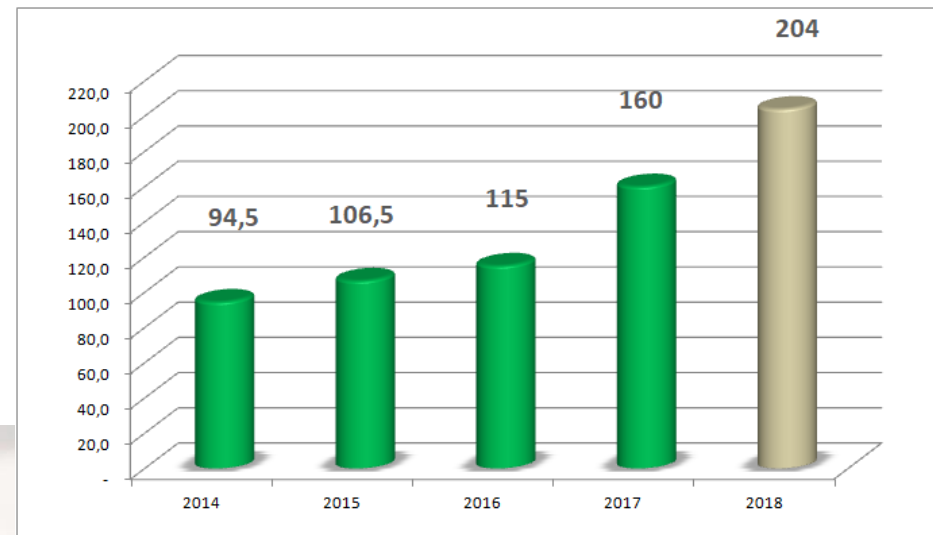


TIGARAKSA SATRIA

**ECONOMIC PROFIT**  
(in billion)



**DEVIDEN TUNAI PER SAHAM**  
(Rp)

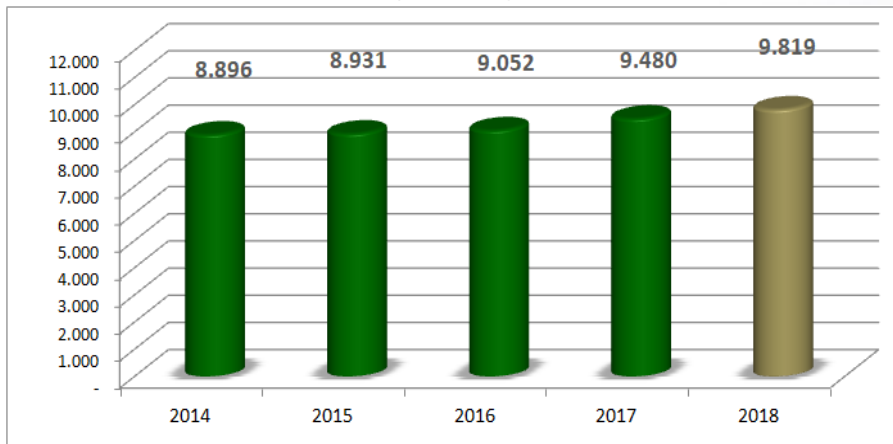


# PENJUALAN BERSIH

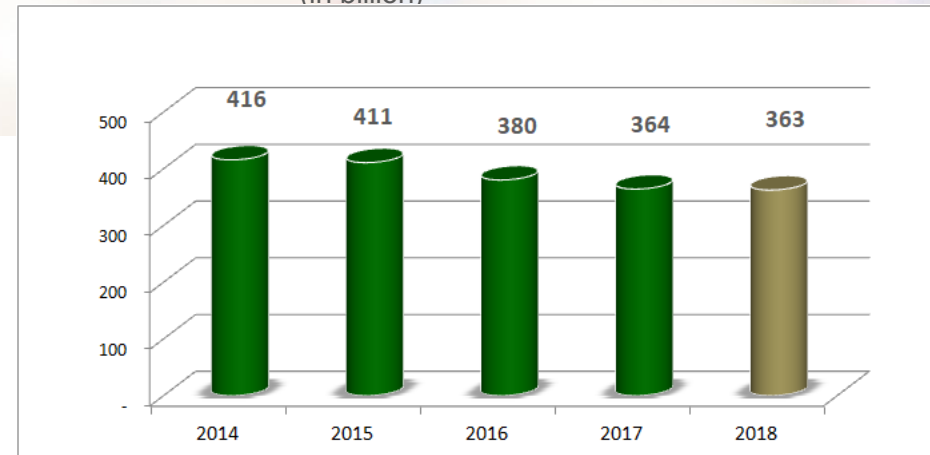
## PER UNIT USAHA



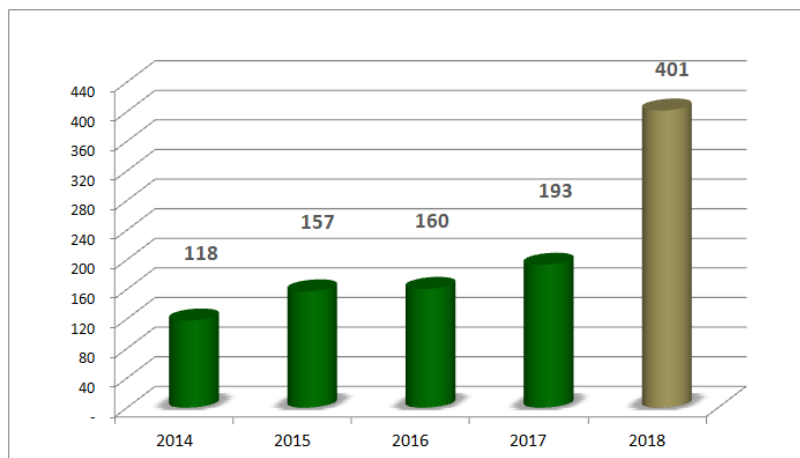
**PENJUALAN BERSIH – DIVISI CP / NET SALES**  
(in billion)



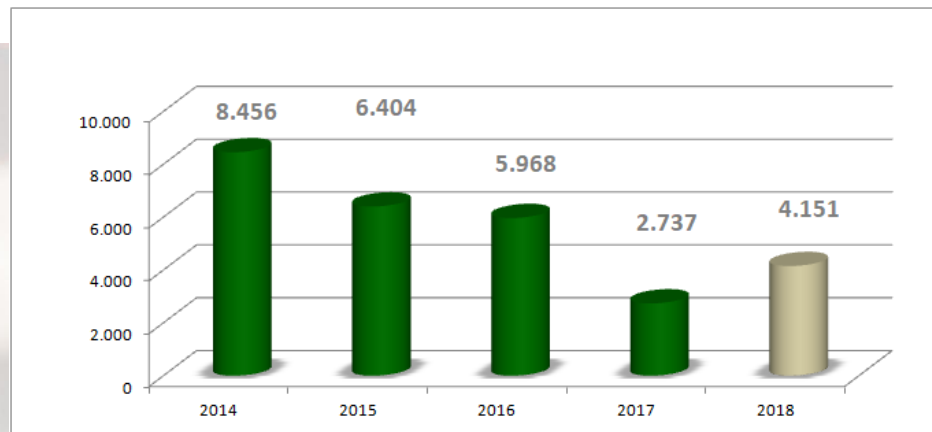
**PENJUALAN BERSIH – PT BGI / NET SALES**  
(in billion)



**PENJUALAN BERSIH – DIVISI EP / NET SALES**  
(in billion)



**PRODUKSI CANGKRINGAN**  
(in tonase)



# KONTRIBUSI UNIT USAHA TERHADAP PENJUALAN & ECONOMIC PROFIT



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UNIT USAHA	TAHUN 2017		TAHUN 2018	
	% Kontribusi Terhadap Penjualan	% Kontribusi Terhadap Economic Profit	% Kontribusi Terhadap Penjualan	% Kontribusi Terhadap Economic Profit
CONSUMER PRODUCTS	94,4%	61,3%	75,9%	56,6%
MANUFACTURING SERVICES	0,1%	-0,4%	0,1%	0,1%
EDUCATIONAL PRODUCTS	1,9%	9,0%	3,0%	21,0%
S&D DIGITAL PLATFORM	-	-	18,2%	5,5%
BLUE GAS INDONESIA	3,6%	30,2%	2,8%	16,9%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# NEW PRINCIPALS



## PT. Quaker Indonesia

- ❖ Products: Quaker Instant Oatmeal, Quaker Quick Cook Oatmeal, Quaker 3in1
- ❖ Coverage Area: National – All Channel
- ❖ Starting: December 2018



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# 2019 WORK PROGRAM

**PUBLIC EXPOSE 2019**



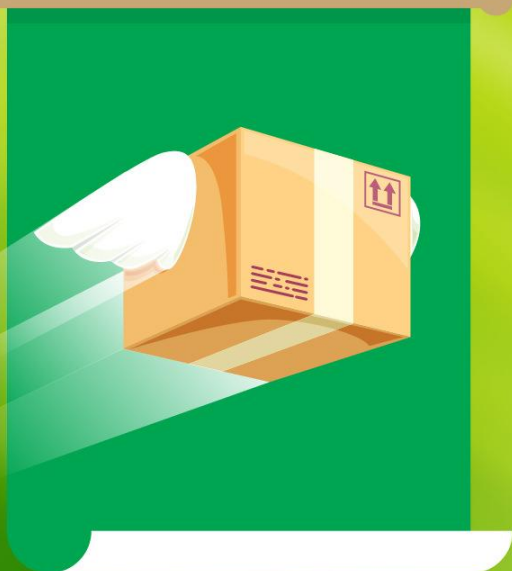


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**WORKING**  
*THEME 2019*

**Be Innovative  
In A Challenging  
Era**



**PUBLIC EXPOSE 2019**

01

## BALANCE

*between:*

- (i) continuous growth of Sales Revenue*
- (ii) increasing the productivity of resources (people, information, fund)*

02

## GROWTH STRATEGY

- (i) e-commerce channel*
- (ii) more accurate target setting*
- (iii) enhancement of sales fundamental*
- (iv) service level improvement*
- (v) more effective promotion activities.*

03

## PRODUCTIVITY STRATEGY

- (i) increasing the number of qualified HR*
- (ii) encouraging new idea and innovation*
- (iii) process improvement*
- (iv) optimization of inventory level*
- (v) reducing goods return & damages*
- (vi) maximizing utilization of information*
- (vii) better trade receivables management*
- (viii) maximizing utilization of warehouse space & fleet of deliver*



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# WORK PROGRAM 2019

<b>BUSINESS PROCESS</b>	<b>WORK PROGRAM</b>	<b>DESCRIPTION</b>
<b>BP 1</b> <b>PRINCIPAL RETENTION</b>	<b>IRONMAN (Inventory Management)</b>	Optimalisasi Inventory level by PCP untuk menurunkan working capital di 2019
	<b>JARVIS (Jaringan Dashboard Visible)</b>	Advance dan Expand DigWall (WP 2018) berkolaborasi dengan SP2 dan SP3
	<b>THOR (Turunkan Retur)</b>	Menurunkan angka Return menjadi 1%
<b>BP 2</b> <b>SERVING OUTLET</b>	<b>QUOTA (Quality Order Through Apps)</b>	Melakukan proses order melalui Apps SINBAD (platform apps) seluler sebagai perantara antara TRS, principal dan pemilik outlets
	<b>MARVEL DC (Maximize Revenue &amp; Develop DC)</b>	Melakukan pengukuran atas performance outlets regular DC (Exclude Pareto) yang ditentukan dalam parameter KPI (SS, AR days , dan MSS Compliance)
	<b>SQUAD (Sustainable Qualified Distribution)</b>	1. Target Distribusi utk principal : ABF – CIP – YUPI – PEPSICO (Excl SBD & JKT KAM) 2. Target : Distribution ( NUM – OA – MOT )
	<b>SUPER (Subdist Performance Reward)</b>	Melakukan pengukuran atas kinerja dan performance sub-distributor yang di tentukan dalam KPI on top dari kriteria pencapaian bonus prestasi





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# WORK PROGRAM 2019

BUSINESS PROCESS	WORK PROGRAM	DESCRIPTION
BP 3 ORDER TO CASH	PRODIRMEN (Project Direct Shipment)	Pengalihan pengiriman product dari CW ke Area menjadi pengiriman langsung dari Klaten (SH)
	FANDITO (Pembayaran di Toko)	<ol style="list-style-type: none"> <li>1. POD &amp; Invoice diakui saat penerima telah setuju menerima product pemenuhan PO</li> <li>2. POD &amp; Invoice dilakukan oleh Delivery</li> <li>3. Selisih/coret (salah/lebih) product bisa langsung termonitor oleh WH Admin.</li> </ol>
	PROVERMAN (Project Driver Mandiri)	<ol style="list-style-type: none"> <li>1. Pengiriman barang ke outlet hanya dilakukan oleh Driver tanpa Helper</li> <li>2. Pengiriman barang ke outlet hanya dilakukan oleh Driver tanpa Helper</li> <li>3. Pengiriman barang ke outlet hanya dilakukan oleh Driver tanpa Helper</li> </ol>
	FIRE (Flexible Integrated Replenishment)	<ol style="list-style-type: none"> <li>1. Pengaturan replenishment ke cabang juga mempertimbangkan stock yang tersedia di CW (khususnya apabila terdapat OTIF problem).</li> <li>2. Update buffer stock cabang setiap periode sebelum dilakukan run DRP menggunakan angka historical RO 21 minggu</li> <li>3. Apabila terdapat limited stock di CW, maka system DRP dapat memberikan rekomendasi prioritas plan DO ke cabang.</li> </ol>
BP 4 END USER SATISFACTION	STAR MTI 2019	SPG Mobile MTI utk drive excellent Execution : listing SKU , promo program dan visibility di Star MTI di Top 9 Cities
	MAX PARETO (Maximize Pareto Loyalty Program)	Memaksimalkan pencapaian target sales Pareto Program dgn target 85 % participant achieve target dan Achievement target total 100%
	X-RATE (execution rate promo GT & MTI)	Planning , Controlling dan evaluasi Promo di GT & MTI utk mengukur keberhasilan dan evaluasi serta revisi mekanisme / adjustment yg diperlukan agar menghasilkan promo yg effective , dari pencapaian Jumlah peserta dan sales achievement



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# WORK PROGRAM 2019

BUSINESS PROCESS	WORK PROGRAM	DESCRIPTION
SP 1 HUMAN RESOURCES MANAGEMENT	SGM (Speak Gom Mobile)	Mengembangkan akses program SPeaK dari yang hanya dapat diakses via web Desktop (via VPN) menjadi dapat diakses tanpa VPN via web Desktop dan mobile web (Android & IOS)
	FLEXI TIME	Flexible Working Hour
	4DX PART 2	. Fokus kolaborasi untuk mencapai Goal Perusahaan, yaitu Revenue Growth, Service Level, Return, dan AR Days. Part 2
	SAHABAT(Sehat Bersama TRS)	Divisi dikompertisikan untuk mengumpulkan km dari olahraga (lari, jalan, sepeda)
SP 2 INFORMATION TECHNOLOGY	DLPIN (data Lost Prevention)	Lapisan keamanan pada data perusahaan yang berisi informasi sensitif agar tidak terekspos pada pihak yang tidak berwenang.
	NEFO 3	Implementasi Platform baru untuk Tira SnD, Otomasi Proses Interface ke SAP, Re-engineering Bisnis Process OTC & interface to SAP (ABM)
SP 3 INFORMATION SYSTEM	REPRO	Report Evaluasi Promosi di BW



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# WORK PROGRAM 2019

BUSINESS PROCESS	WORK PROGRAM	DESCRIPTION
ACCOUNTING	NEW ASSIGNMENT	<ol style="list-style-type: none"> <li>1. Pengalokasian beban suport sesuai aktivitas yang diserap masing-masing principal.</li> <li>2. Pengalokasian beban Support ke Cost Object menggunakan Activity driver support.</li> </ol>
	SPLIT-OFF	<ol style="list-style-type: none"> <li>1. GL PPN-K otomatis di split untuk sales SAP dan Tirasnd serta Madit ☑ disetting automatic only.</li> <li>2. GL PPN-K manual hanya untuk transaksi diluar sales seperti Klaim, Sewa, Penjualan afval</li> </ol>
	MANAGEMENT REPORT BUKALAPAK ON BW	Otomatisasi management report BL dengan setting group cost center dan GL Account dan proses laporan BL di BW by system
	FINANCE REPORT TRS ON BW	Proses dan setting Financial Report on BW
SP 5	GO DIFI SUBDIST NATIONAL	Perubahan jaminan subdist ke fasilitas DIFI dilakukan secara bertahap, sesuai dengan jatuh tempo BG subdist
	FRIENDLY INSURANCE	Pembuatan program asuransi dalam sistem TRS yang mengakomodir informasi yang dibutuhkan seperti jenis polis, persyaratan dan masa berlaku, dll
FINANCE	SAY NO TO PENDING CLAIM	<ol style="list-style-type: none"> <li>1. Update data progress 10 harian kepada pic terkait dan HoP Highlight prioritas dalam value dan periode terlama.</li> <li>2. Update data progress 10 harian kepada pic terkait dan HoP Highlight prioritas dalam value dan periode terlama</li> </ol>
	LEGIS	<ol style="list-style-type: none"> <li>1. Sosialisasi ke PIC cabang terkait ketentuan baru berdasarkan PP 24/2018, untuk memberikan pemahaman secara umum.</li> <li>2. Pengumpulan informasi (peraturan) terkait implementasi PP 24/2018 di instansi perizinan cabang</li> <li>3. Pemenuhan ketentuan perizinan berusaha mengacu pada PP 24/2018 dan</li> </ol>



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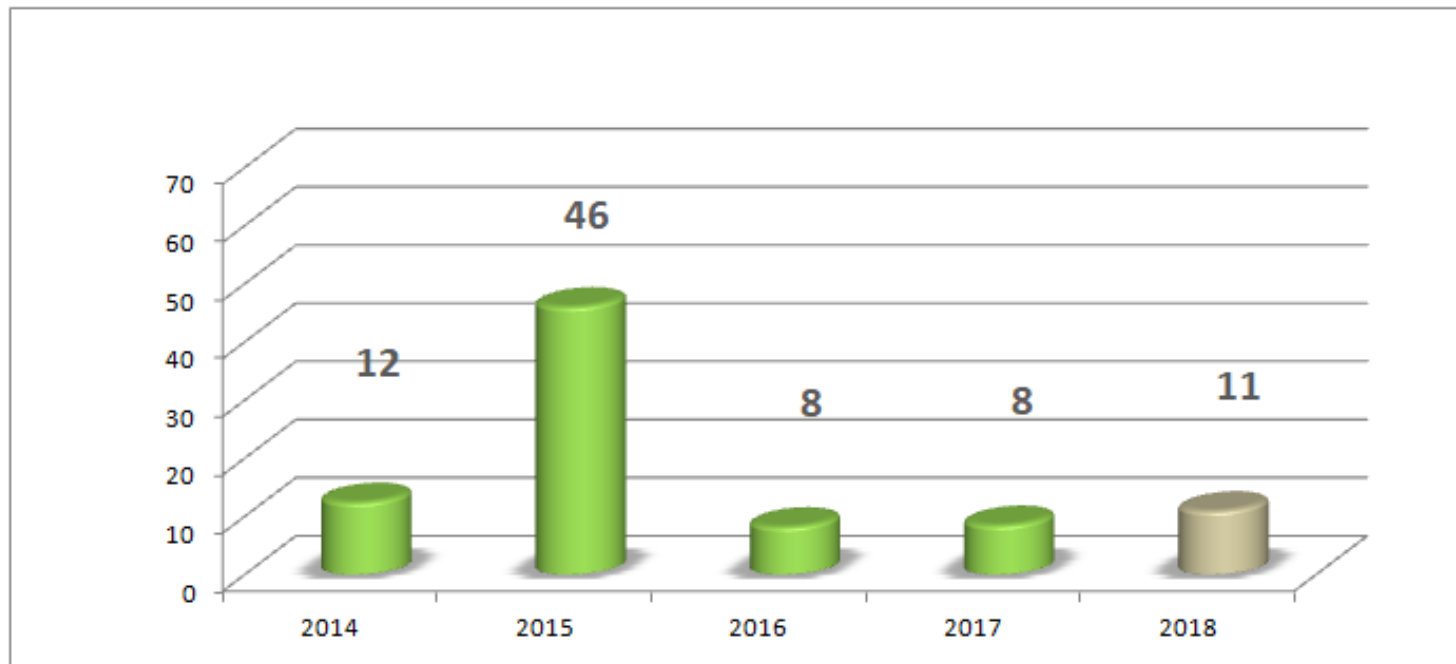
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# WORK PROGRAM 2019

BUSINESS PROCESS	WORK PROGRAM	DESCRIPTION
MANUFACTURING	NEW CHALLENGE	<ol style="list-style-type: none"><li>1. Trial &amp; Realisasi GILING GULA SHP . Pemenuhan all aspec as request SHP.</li><li>2. Proper Facility &amp; Prepare Regulation for SEASONING</li><li>3. Make sure 1st PRODUCTION as SCHEDULE</li><li>4. BENCHMARK with Eksternal Lab. &amp; Prepare MEDIA PROMOSI.</li></ol>
	DOUBLE IMPACT	<ol style="list-style-type: none"><li>1. Menambah 1 unit mesin.</li><li>2. Launching 800gram On Time Sesuai Specification dan Regulation</li><li>3. Menurunkan SDM P3 dari 72 ke 55</li></ol>
EDUCATIONAL PRODUCTS	WEB REPLICA	<ol style="list-style-type: none"><li>1. Membuat Sebuah Web yang dapat digunakan bersama oleh Tigaraksa EP, EPC dan para Reseller nya.</li><li>2. EPC web mempunyai site masing-masing (customize) pada satu domain public Tigaraksa EP (tigaraksa-ep.id)</li><li>3. Customer dapat memesan langsung dari domain Tigaraksa atau EPC</li></ol>
	FAST	<ol style="list-style-type: none"><li>1. Mengembangkan kerja sama pergudangan dan pengiriman melalui Market Place</li></ol>
	NEW PRODUCT LAUNCH	<ol style="list-style-type: none"><li>1. Membuat standard activities and timeline H-30 menjelang waktu launching</li><li>2. Menentukan Project Manager bagi setiap Product Launch</li></ol>

# CAPITAL EXPENDITURE

## CAPITAL EXPENDITURE (in billion)



# CAPITAL EXPENDITURE 2019



TIGARAKSA SATRIA

JENIS	2019				TOTAL
	CP	BM	EP	BGI	
TANAH	-	-	-	-	-
BANGUNAN DAN PRASARANA (PEMBANGUNAN DAN RENOVASI)	589	218	390	995	2.192
MESIN DAN PERALATAN PABRIK	-	478	-	2.056	2.533
TABUNG GAS	-	-	-	6.635	6.635
PERALATAN DAN PERABOTAN KANTOR (HARDWARE & SOFTWARE)	14.546	-	607	1.042	16.195
ALAT CETAK, PERLENGKAPAN DAN PERALATAN LAIN (ALAT GUDANG)	132	130	35	1.177	1.474
KENDARAAN	-	-	-	210	210
BANGUNAN DALAM PENYELESAIAN	-	-	-	-	-
<b>TOTAL</b>	<b>15,266</b>	<b>826</b>	<b>1,032</b>	<b>12,115</b>	<b>29,239</b>

**PUBLIC EXPOSE 2019**

# THANK YOU



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Jl. Raya Pasar Minggu Kav. 34  
Jakarta 12780  
Telp: 021-79180500  
E-mail: [corporate@tigaraksa.co.id](mailto:corporate@tigaraksa.co.id)  
CP: Damayanti Anggraini

