

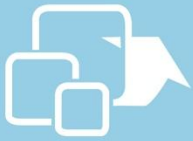


TIGARAKSA SATRIA

ALWAYS AHEAD

PUBLIC EXPOSE 2018





TIGARAKSA SATRIA

ALWAYS AHEAD

AGENDA

01

PT Tigaraksa Satria Tbk
In Brief



02

2017 Business
Performance



03

2018 Work Program



04

30 April 2018
AGMS Results



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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**

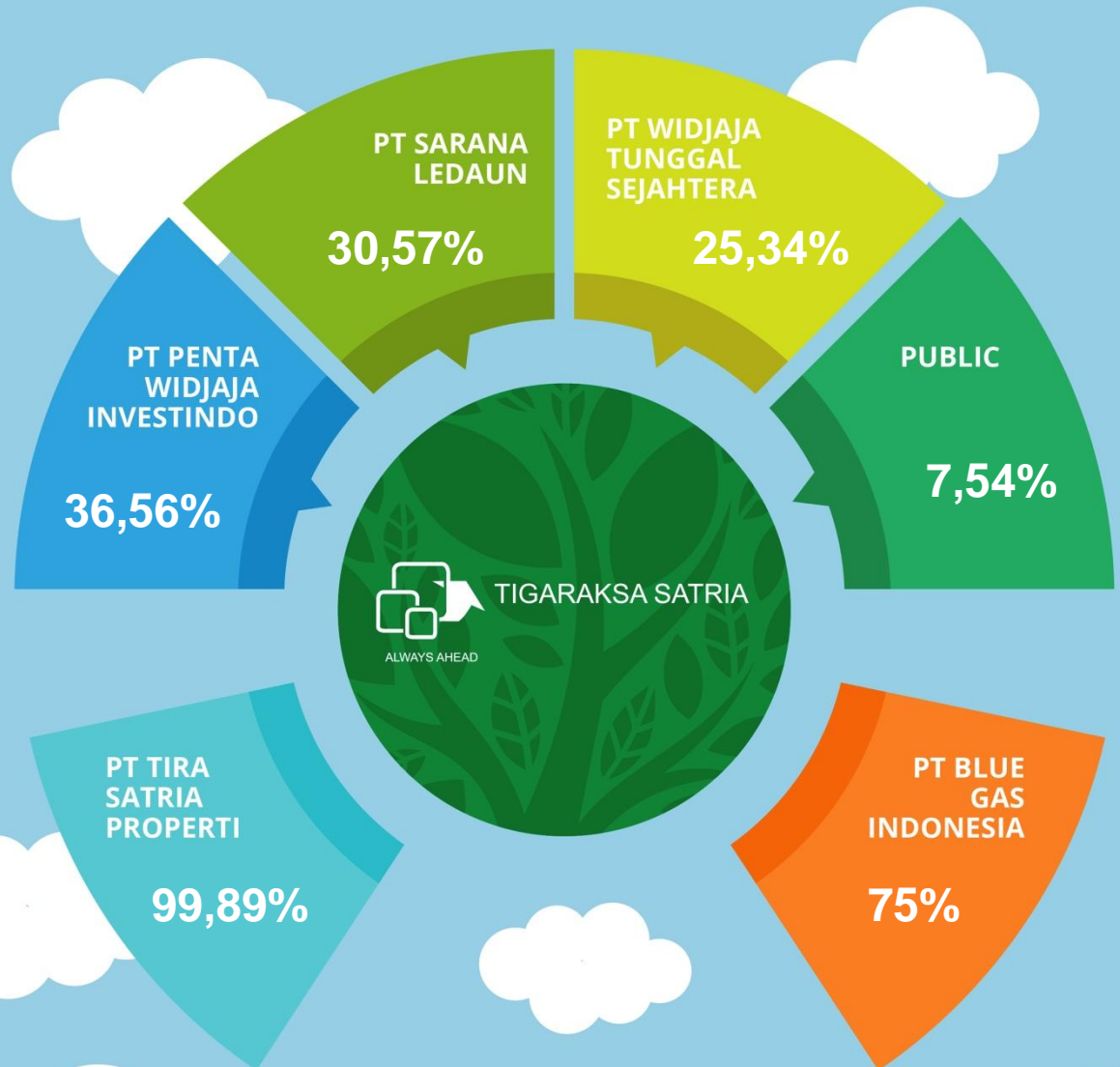
1988

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

1990



SHARE OWNERSHIP



BUSINESS *UNITS*



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Consumer Products



Manufacturing Services



**LPG Refills &
Kitchen Appliances**



Educational Products

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PRINCIPALS & PRODUCTS



TIGARAKSA SATRIA

KATEGORI CATEGORY	PRINSIPAL PRINCIPAL	PRODUK PRODUCTS
A BABY FOOD	1 PT. Sarihusada Generasi Mahardhika	SGM Presinutri, Vitalac, Lactamil, Vitaplus, Gizi Kita, SGM Soya, LLM, BBLR
	2 PT. Wyeth Nutrition Sduaenam	S26, Promil, Procal, Promise, Nursoy
	3 PT. Nutricia Indonesia Sejahtera	Nutrilon, Nutrilon Royal, Nutrilon Soya, Nutrима
	4 PT. Nutricia Medical Nutrition	Infratrini, Nutrinidrink, Neocate, Fortini, Ketocal
B OTHER FOOD	5 PT. Surya Jaya Abadi Perkasa	Corned Beef, Sopini, Sausage, Strawmushroom, Champignon mushroom, Sardines
	6 AB Food & Beverages (Thailand)	Ovaltine Malted Chocolate Drinks
	7 PT. Yupi Indo Jelly Gum	Yupi (50 gr, 120 gr, gemelan, display box, yupina)
	8 PT. Multi Bintang Indonesia	Bir Bintang, Heineken, Bintang Zero, Green Sands
	9 PT. Mars Symbioscience Indonesia	Pedigree, Whiskas, Cesar, Catsands
C BODY CARE & HOME CARE	10 PT. DSG Suryamas Indonesia	Fitti, Petpet, Baby Love, Dispo123, & Certainty
	11 PT. Colgate-Palmolive Indonesia	Colgate, Palmolive
	12 PT. Yasa Mitra Perdana	Caladine, JF Sulfur, Oilum, Belsoap
	13 PT. Marketama Indonesia	Antis, Kispray, Force Magic, Sofell, Adem Sari, Pro man

DISTRIBUTION COVERAGES



Employee: **1.810**
Salesforce: **748**

Outlet coverages: **186.027**
Sub-distributor: **77**

Branches: **33**
Central Warehouse: **4**

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TIGARAKSA SATRIA

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ORGANIZATION FOUNDATION



TIGARAKSA SATRIA

ALWAYS AHEAD

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

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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TIGARAKSA SATRIA

ALWAYS AHEAD

2017
***BUSINESS
PERFORMANCE***

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NERACA



TIGARAKSA SATRIA

per 31 Desember 2017
dalam miliar Rupiah

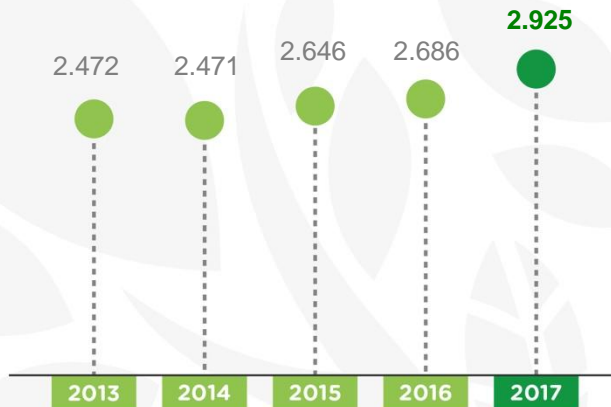
	2017	2016	2015	2014	2013
ASET LANCAR	2,736.5	2,489.4	2,420.8	2,276.8	2,262.2
ASET TETAP	104.1	116.9	138.7	154.9	172,8
ASET LAINNYA	84.4	79.7	86.8	39.4	36.9
TOTAL ASET	2,925.0	2,686.0	2,646.3	2,471.1	2,471.9
KEWAJIBAN LANCAR	1,533.9	1,446.5	1,515.0	1,465.8	1,565.8
KEWAJIBAN TIDAK LANCAR	313.5	295.6	288.3	270.5	265.2
TOTAL KEWAJIBAN	1,847.4	1,742.1	1,803.4	1,736.2	1,831.0
TOTAL EKUITAS	1,077.6	943.9	842.9	734.9	640.9

ASSETS, LIABILITIES & EQUITY

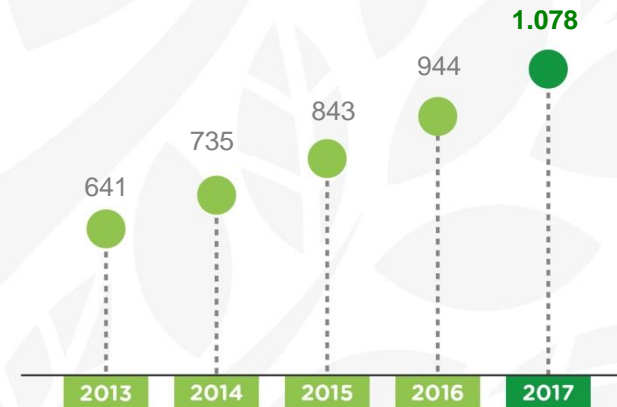


TIGARAKSA SATRIA

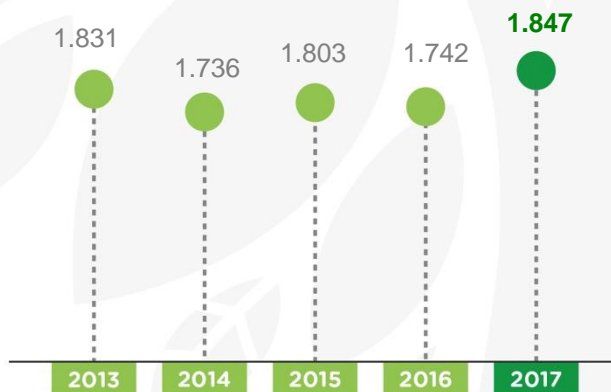
JUMLAH AKTIVA / TOTAL ASSETS (in billion)



JUMLAH EKUITAS / TOTAL EQUITY (in billion)



JUMLAH LIABILITAS / TOTAL LIABILITIES (in billion)



RUGI LABA



TIGARAKSA SATRIA

ALWAYS AHEAD

*per 31 Desember 2017
dalam miliar Rupiah*

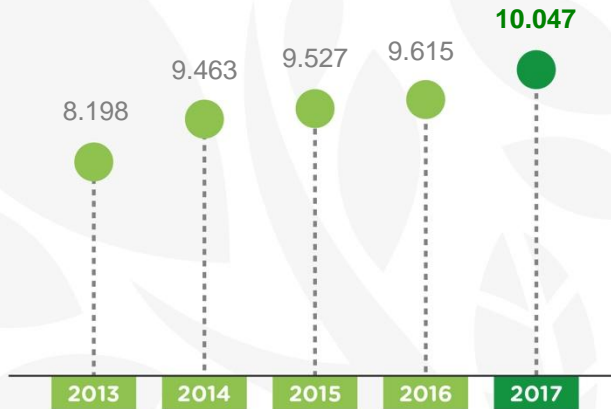
	2017	2016	2015	2014	2013
PENJUALAN BERSIH	10,047.0	9,614.7	9,526.9	9,463.0	8,198.1
LABA KOTOR	1,119.3	1,059.0	1,084.9	968.4	871.0
LABA USAHA	343.6	301.7	340.7	297.0	246.8
LABA TAHUN BERJALAN	255.0	211.2	196.0	165.1	133.8

PENJUALAN BERSIH & LABA

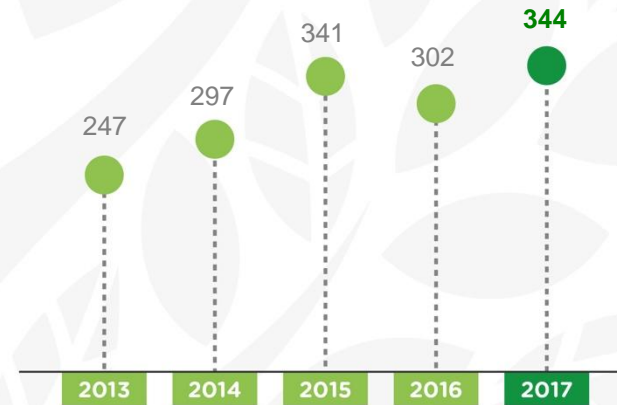


TIGARAKSA SATRIA

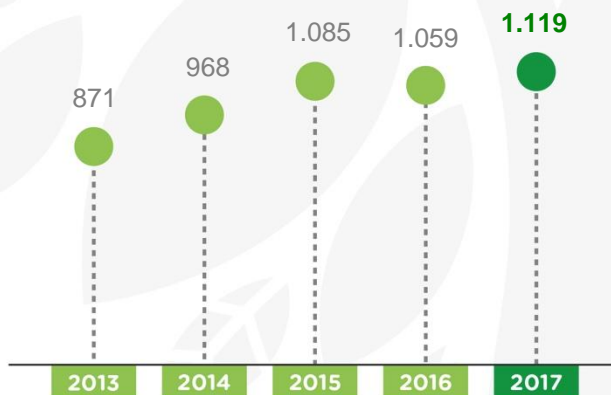
PENJUALAN BERSIH / NET SALES (in billion)



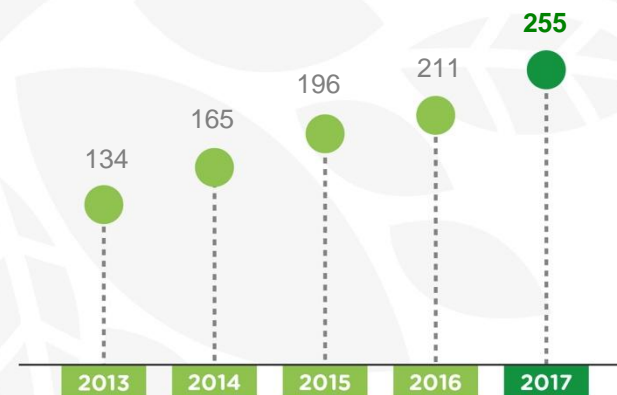
LABA USAHA / OPERATING INCOME (in billion)



LABA KOTOR / GROSS PROFIT (in billion)



LABA TAHUN BERJALAN / PROFIT FOR THE YEAR (in billion)



RUGI LABA



TIGARAKSA SATRIA

*per 31 Desember 2017
dalam miliar Rupiah*

	Q1 2017	Q1 2018	%
PENJUALAN BERSIH	2,377.7	2.467.5	3.8%
LABA KOTOR	260.7	288.9	10,8%
LABA USAHA	70.8	87.1	23.0%
LABA BERSIH	48.1	63.9	32.8%

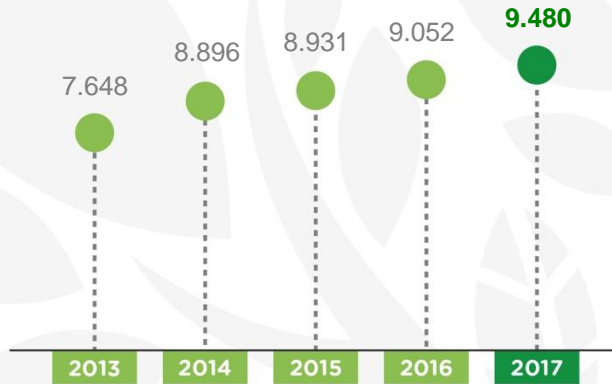
PENJUALAN BERSIH PER UNIT USAHA



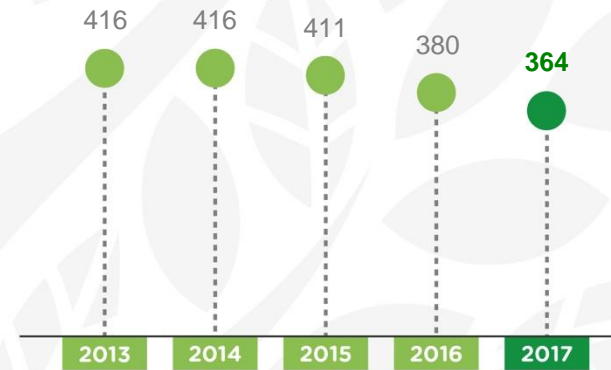
TIGARAKSA SATRIA

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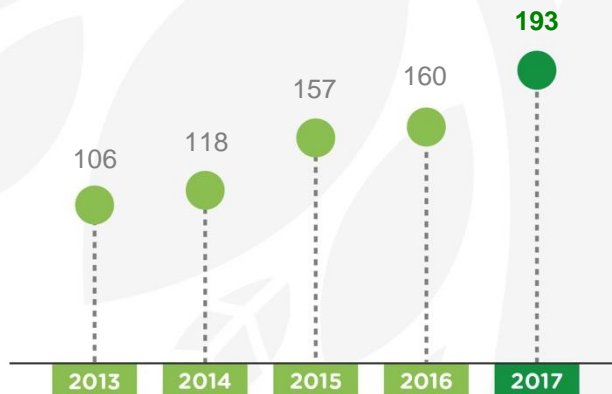
PENJUALAN BERSIH – DIVISI CP / NET SALES (in billion)



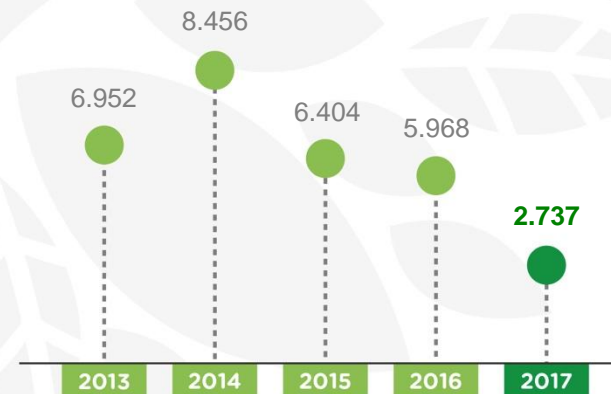
PENJUALAN BERSIH – PT BGI / NET SALES (in billion)



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



PRODUKSI CANGKRINGAN (in tonase)



AWARDS 2017



TIGARAKSA SATRIA

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Winner of 2017 Indonesian Most Admired Knowledge Enterprise (MAKE) Study



Top 50 Emiten Mid- Cap & The Best Right of Shareholders 2017 (by IICD)

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CERTIFICATION



TIGARAKSA SATRIA

ALWAYS AHEAD



Sertifikat
ISO 22000



Sertifikat
ISO 9001:2008



Sertifikat
ISO 17025:2008



Sertifikat CPPOB



Piagam Bintang 3



Sertifikat
Jaminan Halal

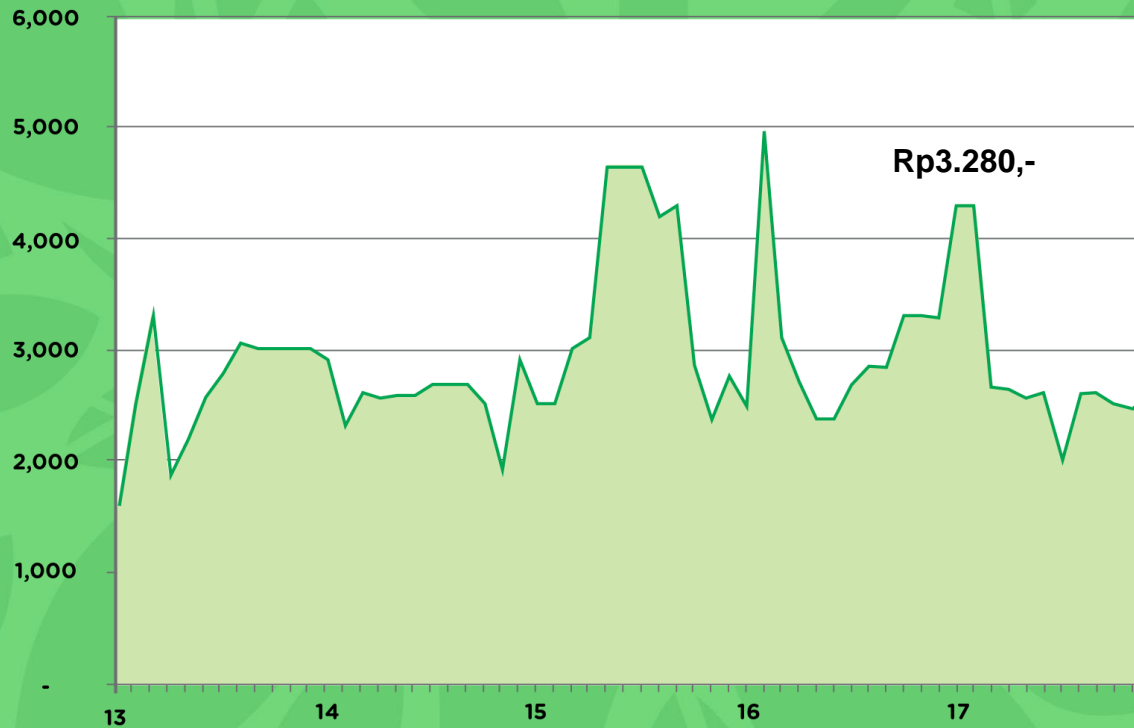
STOCK PRICE MOVEMENT



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January 2013 – December 2017





TIGARAKSA SATRIA

ALWAYS AHEAD

2018
WORK PROGRAM

PUBLIC EXPOSE 2018





TIGARAKSA SATRIA

WORKING *THEME* 2018



**Be Innovative
In A Challenging
Era**

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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*

WORK PROGRAM 2018



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PROCESS (DEPT)	WORK PROGRAM	DESCRIPTION
BP 1 PRINCIPAL ACQUISITION	Get In The Bonus (Genius)	Meningkatkan pencapaian bonus 90% di 2018 dari 75% di 2017
	Reduce UPB/Return (Red Up)	UPB/return level max. 1% (National), dengan detail return per masing - masing Principal
BP 1 PRINCIPAL RETENTION	Digital Wall (Dig Wall)	Tersedianya standar informasi yang cepat dan akurat sehingga BP terkait dapat menggunakan untuk analisa dan improvement
	Omni Channel (OCHA)	Tersedianya digital framework untuk TRS dalam membuat e-Distributor di Q4 2018
BP 2 SERVING OUTLET	Compliance of Fundamental (COFFEE)	Mendapatkan PJP effective sehingga berdampak pada coverage yang optimal
	Subdist Engagement Reward (SUER)	Memotivasi subdist sebagai partner kerja yang berkualitas dalam pencapaian objective perusahaan yang berkesinambungan
	Proximity Growth Driver (POWER)	Memastikan peningkatan Comply MSS di cluster PL 1 - PS 4 sehingga didapatkan additional sales sebagai source of growth di channel proximity
	MT-I Development Program (FIX MT-I)	Meningkatkan konsistensi distribusi product Combine di channel MTI dalam bentuk Numeric Distribusi, Monthly Outlet Transaction, Effectiveness Coverage

WORK PROGRAM 2018



TIGARAKSA SATRIA

PROCESS (DEPT)	WORK PROGRAM	DESCRIPTION
BP 3 ORDER TO CASH	Local Best Cluster (Lo-B-STER)	<ol style="list-style-type: none"> 1. Visibility Area Delivery 2. Meningkatkan Utilisasi dan Drop point pengiriman 3. Penggabungan pengiriman channel KAM dan DC 4. Saving Transport Cost Min 2,5 M / tahun
	One Click POD to Invoice (OVO)	<ol style="list-style-type: none"> 1. Simplifikasi & percepatan waktu proses invoicing 2. Zero hari dari proses POD ke Invoice 3. Potensi efisiensi # HC
	Network Load and Volume Balancing (Net Loncing)	Supply ke cabang sesuai dengan potensi, kapasitas gudang serta pola dan jenis transport yang tepat, sehingga lebih efektif dan efisien (termasuk direct delivery dari Klaten)
BP 4 END USER SATISFACTION	Palletize Inbound	<ol style="list-style-type: none"> 1. Menurunkan biaya operasional pengambilan Inbound SH dengan cost saving min 42 juta / bulan 2. Mempercepat proses handling Inbound SH
	Identify Market Potency And Cultivate Trade Spend (IMFACTS)	<ol style="list-style-type: none"> 1. Mendapatkan update informasi market : Price & Promo competitors 2. Propose promotion ke Principal M+2
	Cracking Impact Promo & Hedging Return (CIPHER)	<ol style="list-style-type: none"> 1. Control & Feedback Cons promo di channel Hypermarket 2. Approval Flush out ke PCP untuk eliminate return 4 reason hingga max sesuai RGA
	Productive - Star MTI (Pro-Star MTI)	<ol style="list-style-type: none"> 1. Maximise Visibility 2. Ach Sales Growth minimum 20% 3. Return comb sesuai RGA, Reduce return NIS

WORK PROGRAM 2018



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PROCESS (DEPT)	WORK PROGRAM	DESCRIPTION
SP 1 HUMAN RESOURCES MANAGEMENT	Auto HR Budget	<ol style="list-style-type: none"> 1. OTIF Pengerjaan Budget 100% (selesai sesuai timeline yang diberikan) 2. Data akurat 99,99%
	Training Online (TrOli)	<ol style="list-style-type: none"> 1. Cost reduction : +/- Rp 240 juta + perdin 2. Time Saving : 1 hari 3. Tingkat kelulusan certification : increase 20% vs LY
	Breakout Room	Room utility rate sebesar 100% (daily usage)
SP 2 INFORMATION TECHNOLOGY	NEW PLATFORM Tira SnD (NEFO 2)	<ol style="list-style-type: none"> 1. Single system dicabang kecil 2. Tira SnD menggunakan Software dan DB yang update 3. Mengurangi Jumlah User SAP di DC Min.2 User/DC. Efisiensi SAP User 2 SAP User/DC(39 DC) equal dgn biaya 1.4 M/thn. Cost Project : 389 JT/ thn selama 2 thn
	Identify Market Potency And Cultivate Trade Spend (IMPACTS) High Availability SAP APP	<ol style="list-style-type: none"> 1. Server APP SAP ERP Load Balancing 2. Server APP SAP ERP Failover 3. Workload Max 70%
	REDI 2 - Strengthening Our Competency	<ol style="list-style-type: none"> 1. Outlet GT order via Qasir 2. Penyempurnaan Aplikasi Qasir sesuai Business Process 3. Rekomendasi business model berbasis digital untuk Channel GT

WORK PROGRAM 2018



TIGARAKSA SATRIA

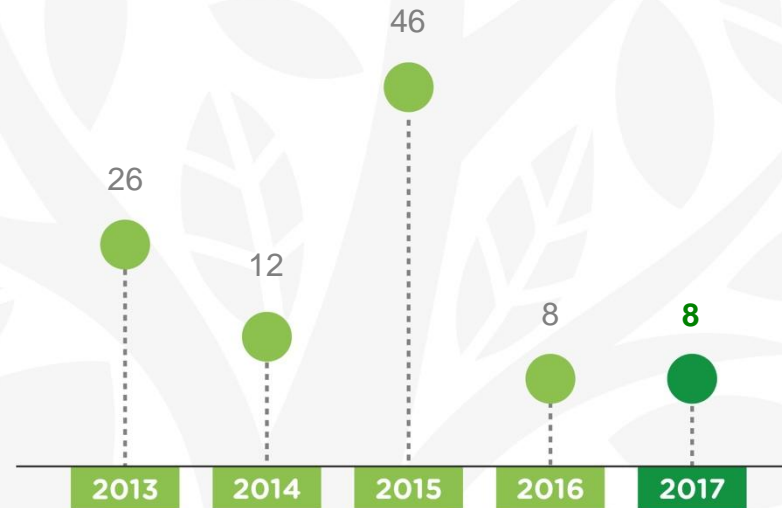
PROCESS (DEPT)	WORK PROGRAM	DESCRIPTION
SP 3 INFORMATION SYSTEM	Enhanced Target ROFO Conversion	Mendapatkan target RO dan Target Net SS dalam rupiah dan carton yang sesuai untuk masing-masing selling point & Channel
	Master Product Sinkronisasi	Status Master Data yang selalu up to date dan Data transaksi yang sama
SP 4 ACCOUNTING	MANAGEMENT REPORT CP ON BW (MR CP ON BW)	<ul style="list-style-type: none"> Membuat laporan management report CP di BW Target : Managemet Report CP on BW per report Januari 2018
	MANAGEMENT REPORT MS ON BW (MR MS ON BW)	<ol style="list-style-type: none"> Membuat management report MS di BW Target : Management Report MS on BW per April 2018
SP 5 FINANCE	Automation eFaktur Non Sales	<ol style="list-style-type: none"> Mempercepat proses pembuatan Faktur Pajak Memperpendek waktu koneksi ke aplikasi eFaktur
	AUTOMATIC CLAIM REPORT HO	<ol style="list-style-type: none"> Pembuatan report secara otomatis by system Report ter-update otomatis dan bisa menyajikan posisi Claim HO secara mingguan dan bulanan All PIC HO yang membutuhkan data Claim mendapat info reguler tanpa menunggu info Claim HO
	E-BANKING GATEWAY - Phase 2	Memanfaatkan fasilitas E-Banking Gateway untuk bank lainnya agar proses lebih cepat dan akurat
	Automatic Principal A/P, Stock & Claim Analysis (Auto Pascal)	<ol style="list-style-type: none"> Penyediaan laporan 'Principal AP-Stock- Claim Analysis' secara periodik, up to date dan akurat di SAP Report selesai 1 hari setelah Closing accounting.

CAPITAL EXPENDITURE



TIGARAKSA SATRIA

CAPITAL EXPENDITURE (in billion)



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CAPITAL EXPENDITURE 2018



TIGARAKSA SATRIA

ALWAYS AHEAD

JENIS	2018				TOTAL
	CP	BM	EP	BGI	
TANAH	-	-	-	-	-
BANGUNAN DAN PRASARANA (PEMBANGUNAN DAN RENOVASI)	1,457	680	700	92	2,929
MESIN DAN PERALATAN PABRIK	-	150	-	398	548
TABUNG GAS	-	-	-	5,626	5,626
PERALATAN DAN PERABOTAN KANTOR (HARDWARE & SOFTWARE)	759	6	-	1,047	1,812
ALAT CETAK, PERLENGKAPAN DAN PERALATAN LAIN (ALAT GUDANG)	410	70	50	0	530
KENDARAAN	-	-	-	2,810	2,810
BANGUNAN DALAM PENYELESAIAN	-	-	-	-	-
TOTAL	2,626	906	750	9,973	14,255

THANK YOU



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Graha SUCOFINDO Lt.13
Jl. Raya Pasar Minggu Kav. 34
Jakarta 12780
Telp: 021-79180500
E-mail: corporate@tigaraksa.co.id
CP: Damayanti Anggraini

