

Data Statistik Keuangan Perusahaan

Company's Financial Statistics

Realisasi Penjualan tahun 2020 tercatat sebesar Rp427,24 miliar atau 42,34% terhadap Rencana Kerja dan Anggaran Perusahaan (RKAP) Revisi tahun 2020, naik sebesar Rp 31,86 miliar atau 108,06% terhadap periode yang sama tahun 2019. Lalu, Laba Kotor tercatat sebesar Rp27,87 miliar atau 6,52% dari Penjualan, tidak mencapai target persentase Laba Kotor RKAP Revisi Tahun 2020 sebesar 14,44%, tapi realisasi tersebut tercatat lebih baik dari pencapaian tahun lalu sebesar 3,56%. Laba Kotor tersebut terutama berasal dari proyek Radio Microwave, Maintenance, Mobile Point of Sales (MPOS), Pembangkit Listrik Tenaga Surya (PLTS), dan Facility Operating Center (FOC).

Earning Before Interest, Taxes, Depreciation, and Amortization (EBITDA) tercatat sebesar negatif Rp81,08 miliar, mengalami kenaikan sebesar Rp292,83 miliar dari tahun sebelumnya yang setara dengan kenaikan 78,32%. Namun, angka tersebut tidak mencapai target RKAP Revisi Tahun 2020 sebesar Rp89,47 miliar atau negatif 90,62%.

Pada Laporan Audited Tahun 2020, Kantor Akuntan Publik Amir Abadi Jusuf, Aryanto, Mawar & Rekan (RSM Indonesia) mengubah format Laporan Laba (Rugi) dan Pendapatan Komprehensif lainnya, mengacu pada Pernyataan Standar Akuntansi Keuangan (PSAK) Nomor 2, di mana Pendapatan (Beban) Lain-Lain dan Beban Pajak Final masuk ke dalam kelompok Beban Usaha.

Beban Pemasaran, Beban Administrasi & Umum, dan Beban Pengembangan terealisasi sebesar Rp84,61 miliar atau 83,96% terhadap RKAP Revisi tahun 2020, maka Perseroan mengalami Rugi Usaha Sebelum Beban Pendanaan sebesar Rp93,77 miliar atau naik sebesar Rp292,48 miliar atau 175,72% dari tahun 2019.

Pendapatan Lain-Lain sebesar Rp23,09 miliar atau naik 41,24% terhadap RKAP Revisi tahun 2020, di mana Pendapatan Lain-Lain tersebut berasal dari Optimalisasi Aset Rp6,34 miliar atau realisasi 178,89% terhadap RKAP Revisi 2020, Selisih Pembayaran Utang Piutang Rp5,72 miliar atau 770,72% terhadap RKAP Revisi 2020, Pemulihan Piutang Usaha Rp5,01 miliar.

Beban Lain-Lain sebesar Rp56,27 miliar, di mana Beban Lain-Lain tersebut berasal di antaranya dari Penyisihan Nilai Piutang Ragu-ragu Rp15,94 miliar, Penurunan Nilai Persediaan Rp15,97 miliar, Denda Keterlambatan Rp7,59 miliar, dan Penyisihan 100% Investasi baik di PT INTI Konten Indonesia (INTENS) maupun PT INTI Pindad Mitra Sejati (IPMS).

Sales realization in 2020 was recorded at Rp427.24 billion or 42.34% of the Revised Company Work Plan and Budget 2020, an increase of Rp31.86 billion or 108.06% against the same period in 2019. Then, Profit Gross profit was recorded at Rp27.87 billion or 6.52% of Sales, not achieving the Revised Company Work Plan and Budget 2020 Gross Profit percentage target of 14.44%, but the realization was better than last year's achievement of 3.56%. The Gross Profit mainly came from the Radio Microwave, Maintenance, Mobile Point of Sales (MPOS), Solar Power Plant projects, and the Facility Operating Center (FOC).

Earning Before Interest, Taxes, Depreciation, and Amortization (EBITDA) was recorded at negative Rp81.08 billion, an increase of Rp292.83 billion from the previous year which was equivalent to an increase of 78.32%. However, this figure did not reach the Revised Company Work Plan and Budget 2020 target of Rp89.47 billion or negative 90.62%.

In the 2020 Audited Report, the Public Accounting Firm of Amir Abadi Jusuf, Aryanto, Mawar & Rekan (RSM Indonesia) changed the format of the Statement of Profit (Loss) and other Comprehensive Income, referring to the Statement of Financial Accounting Standards Number 2, where Revenue (Expenses) Others and Final Tax Expenses are included in the Operating Expenses group.

Marketing Expenses, General Affair & Administrative Expenses, and Development Expenses were realized at Rp84.61 billion or 83.96% of the Revised Company Work Plan and Budget 2020, so the Company experienced an Operating Loss Before Funding Expenses of Rp93.77 billion or an increase of Rp292.48 billion which is equivalent to with 175.72% from 2019.

Other Revenues amounted to Rp23.09 billion, an increase of 41.24% against the Revised Company Work Plan and Budget 2020, where the Other Income came from Asset Optimization of Rp6.34 billion or 178.89% realization of the Revised Company Work Plan and Budget 2020, Difference in Payment of Debts Receivables Rp5.72 billion or 770.72% of the Revised Company Work Plan and Budget 2020, Recovery of Accounts Receivable Rp5.01 billion.

Other Expenses amounted to Rp56.27 billion, of which the Other Expenses came from the Allowance for Doubtful Accounts Rp15.94 billion, Impairment Value of Inventories Rp15.97 billion, Late Penalties Rp7.59 billion, and Allowance for 100% Investment in both PT INTI Konten Indonesia (INTENS) and PT INTI Pindad Mitra Sejati (IPMS).

Meskipun demikian, Perseroan telah mampu melakukan program efisiensi, di mana Beban Pemasaran, Beban Administrasi & Umum, dan Beban Pengembangan secara total turun sebesar Rp24,14 miliar atau turun 22,20% dibandingkan dengan realisasi tahun 2019.

Perbaikan profitabilitas di sisi Beban Pokok dilakukan dengan perbaikan proses pengetatan dan pengawasan proyek secara lebih intensif. Hal ini terlihat dari menurunnya Rasio Beban Pokok terhadap Penjualan yang menurun 2,96% dibandingkan tahun 2019. Hal tersebut menunjukkan bahwa upaya Manajemen untuk melakukan perbaikan sudah membuahkan hasil, terutama untuk dapat lebih meningkatkan profitabilitas, Perusahaan perlu meningkatkan ukuran pekerjaan yang diperoleh.

Selain itu, Perseroan mengalami Rugi Usaha Sebelum Beban Pendanaan sebesar Rp93,77 miliar atau turun sebesar Rp292,48 miliar yang setara dengan 75,72% dari realisasi tahun 2019. Beban Pendanaan terealisasi sebesar Rp63,57 miliar atau 85,56% terhadap RKAP Revisi Tahun 2020 atau mengalami penurunan sebesar Rp10,63 miliar atau 14,32% dari realisasi tahun 2019.

Laba Kotor belum cukup untuk menutup Beban Usaha dan Beban Pendanaan, sehingga Perseroan mengalami Rugi Usaha Setelah Beban Pendanaan sebesar Rp157,33 miliar, ditambah Beban Pajak Penghasilan, maka Perseroan membukukan Rugi Tahun Berjalan sebesar Rp180,83 miliar atau negatif 229 kali terhadap RKAP Revisi tahun 2020, atau mengalami penurunan kerugian sebesar Rp216,93 miliar yang setara dengan 54,54% dari realisasi di tahun 2019 sebesar Rp397,77 miliar.

Kerugian tersebut berasal dari Total Rugi Komprehensif periode berjalan dari Induk Perusahaan sebesar Rp153,45 miliar serta rugi Entitas Anak PT IPMS sebesar Rp11,87 miliar dan PT INTENS sebesar Rp 15,73 miliar.

Per 31 Desember 2020, posisi Aset sebesar Rp1,23 triliun, Liabilitas sebesar Rp1,69 triliun dan Ekuitas sebesar negatif Rp449,48 miliar. Ekuitas turun sebesar Rp180,84 miliar atau negatif 67,32% dibandingkan realisasi tahun 2019, akibat kerugian pada tahun 2019 ditambah dengan Rugi Tahun Berjalan.

Dari Aktivitas Operasi sebesar Rp25,25 miliar terutama akibat defisit dari Pembayaran kepada Pemasok yang Telah Jatuh Tempo, Beban Operasional, Pembayaran kepada Karyawan, Beban Pendanaan, dan Pembayaran Pajak di mana sumber dananya berasal dari Saldo Kas awal tahun 2020 dan Penerimaan dari kastemer.

Aktivitas Investasi defisit sebesar Rp427,88 juta yaitu Beban Pembelian dan Penjualan Aset. Aktivitas Pendanaan defisit Rp11,52 miliar karena adanya penerimaan pinjaman Bank dan pembayaran ke Bank, sehingga Kas dan Setara Kas Akhir Periode sebesar positif Rp88,01 miliar.

Berdasarkan analisis atas laporan keuangan tersebut di atas yang mengacu kepada Surat Keputusan Menteri Badan Usaha Milik Negara (BUMN) Nomor KEP-100/MBU/2002, rasio-rasio keuangan dapat digambarkan pada tabel di bawah ini :

Nevertheless, the Company has been able to carry out an efficiency program, where Marketing Expenses, General Affair & Administrative Expenses, and Development Expenses in total decreased by Rp24.14 billion or decreased by 22.20% compared to the realization in 2019.

Profitability improvements on the Cost of Goods side were carried out by improving the tightening process and more intensive project supervision. This can be seen from the decrease in the Cost of Goods to Sales Ratio which decreased by 2.96% compared to 2019. This shows that the Management's efforts to make improvements have paid off, especially to be able to further increase profitability, the Company needs to increase the size of the work obtained.

In addition, the Company experienced an Operating Loss Before Funding Expenses of Rp93.77 billion or a decrease of Rp292.48 billion which is equivalent to 75.72% of the realization in 2019. Realized Funding Expenses amounted to Rp63.57 billion or 85.56% of the Revised Company Work Plan and Budget 2020 or decreased by Rp10.63 billion or 14.32% from the realization in 2019.

Gross Profit was not sufficient to cover Operating Expenses and Funding Expenses, so the Company experienced an Operating Loss After Funding Expenses of Rp157.33 billion, plus Income Tax Expense, The Company recorded a Loss for the Year of Rp180.83 billion or negative 229 times against the Revised Company Work Plan and Budget 2020, or experienced a decrease in losses of Rp216.93 billion, which is equivalent to 54.54% of the realization in 2019 of Rp397.77 billion.

The loss came from the Total Comprehensive Loss for the current period from the Parent Company of Rp153.45 billion and the loss of Subsidiaries PT IPMS of Rp11.87 billion and PT INTENS of Rp15.73 billion.

As of December 31, 2020, the position of Assets was Rp1.23 trillion, Liabilities was Rp1.69 trillion and Equity was negative Rp449.48 billion. Equity decreased by Rp180.84 billion or negative 67.32% compared to the realization in 2019, due to losses in 2019 plus Current Year's Loss.

From Operating Activities amounting to Rp25.25 billion, mainly due to deficits from Payments to Suppliers that have matured, Operational Expenses, Payments to Employees, Funding Expenses, and Tax Payments where the source of funds comes from Cash Balance at the beginning of 2020 and Receipts from customers.

Investment Activities a deficit of Rp427.88 million, namely the Purchase and Sale of Assets Expenses. Funding Activities deficit of Rp11.52 billion due to receipts of bank loans and payments to banks, so that the Cash and Cash Equivalents at the end of the period were positive at Rp88.01 billion.

Based on the analysis of the financial statements above referring to the Decree of the Minister of State-Owned Enterprises (SOEs) Number KEP-100/MBU/2002, the financial ratios can be described in the table below:

Uraian <i>Description</i>		Realisasi <i>Realization</i> 2020	RKAP Revisi <i>Revised CPB</i> 2020	Realisasi <i>Realization</i> 2019
Likuiditas				
<i>Liquidity</i>				
1	Cash Ratio	(%) 14,0	6,3	9,1
2	Current Ratio	(%) 52,3	64,2	58,9
Solvabilitas				
<i>Solvability</i>				
1	Asset to Debt Ratio	(%) 73,3	0,8	83,8
2	Debt to Equity Ratio	(%) (375,1)	(637,9)	(618,7)
Rentabilitas				
<i>Rentability</i>				
1	Return on Equity (ROE)	(%) 54,1	(0,3)	(279,9)
2	Return in Interest (ROI)	(%) (6,9)	6,3	(27,1)
3	Operating Margin	(%) (36,8)	(2,9)	(40,7)
4	Earning per Share (EPS)	Rp. (452.669,2)	2.248,7	(1.242.187,1)
Aktivitas				
<i>Activity</i>				
1	Collection Periods	(Hari) 27	81,0	70
2	Inventory Turnover	(Hari) 134	55,7	233
3	Working Capital Turnover	(Kali) (1,4)	(3,6)	(1,2)

Laporan Laba Rugi Komprehensif Konsolidasian

Consolidated Statement of Comprehensive Income

Laporan Laba (Rugi) dan Penghasilan Komprehensif Lain Konsolidasian tahun 2020 adalah sebagai berikut:

The Consolidated Statements of Profit (Loss) and Other Comprehensive Income for 2020 are as follows:

Dalam Rp. Juta
in Million Rupiah

Uraian Description	RKAP Revisi Revised Corporate Work Plan and Budget 2020	Realisasi Audited Realization Audited 2020	Realisasi Audited Realization Audited 2019	% Pencapaian Terhadap RKAP Hingga Bulan Berjalan Achievement of Corporate Work Plan and Budget up to the Current Month	% Pertumbuhan Growth (YoY)
1	2	3	4	5 = 3/2	6 = (3-4)/4
1	3	4	6	7 = 4/3	9 = (4-5)/5
1	8	9	11	13 = 9/8	12 = (9-10)/10
Pendapatan Income	1.009.184,62	427.246,89	395.377,57	42,34	8,06
Beban pokok penjualan Cost of goods sold	-863.434,68	-399.379,20	-381.286,51	46,25	-4,75
Laba kotor Gross profit	145.749,94	27.867,68	14.091,06	19,12	97,77
EBITDA	89.475,94	-81.082,06	-373.910,77	-90,62	78,32
Beban Penjualan Selling expenses	-20.580,56	-16.139,31	-17.761,69	121,58	9,13
Beban Umum dan Administrasi General and Administrative expenses	-71.415,59	-61.912,30	-80.339,68	113,31	22,94
Beban Pengembangan Development expenses	-8.779,05	-6.561,05	-10.654,99	74,74	38,42
Pendapatan Lain-lain Other income	55.997,10	23.093,46	29.928,08	41,24	-22,84
Beban Pajak Final Final tax expense	-8.413,86	-3.852,23	-8.519,77		
Beban Lain-lain Other expenses	-17.068,80	-56.265,32	-312.990,10	329,64	82,02
Beban usaha (termasuk pendapatan (beban) lain-lain dan pajak final) Operating expenses (including other income (expenses) and final tax)	-70.260,76	-121.636,75	-400.338,15	173,12	69,62
	-100.775,21	-84.612,66	-108.756,36	83,96	22,20
Laba (rugi) usaha sebelum beban pendanaan Operating profit (loss) before financing expenses	75.489,18	-93.769,07	-386.247,09	-124,22	75,72
Beban pendanaan Funding expense	-74.297,15	-63.569,92	-74.197,04	85,56	14,32
Laba (rugi) usaha setelah beban pendanaan Profit (loss) after financing expenses beban	1.192,03	-157.338,99	-460.444,13	-13.199,29	65,83
Pendapatan (beban) lain-lain: Other income (expenses):	0,00	0,00	0,00		
Laba (rugi) sebelum pajak Profit (loss) before tax	1.192,03	-157.338,99	-460.444,13	-13.199,29	65,83

Pendapatan (beban) pajak penghasilan <i>Income (expense) income tax</i>	-404,99	-1.095,22	25.678,66	270,43	-104,27
Laba (rugi) tahun berjalan <i>Profit (loss) current year</i>	787,04	-158.434,21	-434.765,47	-20.130,45	63,56
Penghasilan komprehensif lain: <i>Other comprehensive income:</i>					
Pos-pos yang tidak akan direklasifikasi ke laba rugi: <i>Items that will not be reclassified to profit or loss:</i>					
Keuntungan revaluasi aset tetap <i>Fixed asset revaluation gain</i>	0,00	0,00	61.043,25		-100,00
Pengukuran kembali program imbalan pasti <i>Remeasurement of defined benefit plans</i>	0,00	-27.274,79	-11.710,79		-132,90
Dampak Pajak Tangguhan <i>Impact of Deferred Tax</i>		0,00	-12.333,12		100,00
Total penghasilan komprehensif lain <i>Total other comprehensive income</i>	0,00	-22.405,37	36.999,35		-160,56
Total laba (rugi) dan penghasilan komprehensif lain <i>Total profit (loss) and comprehensive income other</i>	787,04	-180.839,59	-397.766,13	-22.977,25	54,54
Laba (rugi) yang dapat diatribusikan kepada: <i>Profit (loss) attributable to:</i>					
Pemilik entitas induk <i>Parent entity owner</i>	912,72	-153.899,42	-429.940,30	-16.861,56	64,20
Kepentingan non pengendali <i>Non-controlling interests</i>	-125,69	-4.534,79	-4.825,17	-3.408,03	6,02
Jumlah <i>Amount</i>	787,04	-158.434,21	-434.765,47	-20.130,45	63,56
Jumlah laba (rugi) komprehensif yang dapat diatribusikan kepada: <i>Total comprehensive profit (loss) that can be attributed to:</i>					
Pemilik entitas induk <i>Parent entity owner</i>	912,72	-176.304,79	-392.940,95	-19.316,34	55,13
Kepentingan non pengendali <i>Non-controlling interests</i>	-125,69	-4.534,79	-4.825,17	-3.408,03	6,02
Jumlah <i>Amount</i>	787,04	-180.839,59	-397.766,13	-22.977,25	54,54

Laporan Posisi Keuangan Konsolidasian

Consolidated Statements of Financial Position

Posisi Aset, Liabilitas, dan Ekuitas PT INTI (Persero) Tahun 2020 adalah sebagai berikut:

The position of PT INTI (Persero) Assets, Liabilities and Equity in 2020 is as follows:

Dalam Rp. Juta
in Million Rupiah

Uraian Description	RKAP Revisi Revised Corporate Work Plan and Budget 2020	Realisasi Audited Realization Audited 2020	Realisasi Audited Realization Audited 2019	% Pencapaian Terhadap RKAP Hingga Bulan Berjalan Achievement of Corporate Work Plan and Budget up to the Current Month	% Pertumbuhan Growth (YoY)
1	2	3	4	5 = 3/2	6 = (3-4)/4
ASET					
Asset					
I Aset Lancar					
Current Assets					
1 Kas setara kas Cash equivalent cash	49.851,30	88.012,27	74.710,93	176,55	17,80
2 Piutang usaha Accounts receivable	223.876,16	31.475,26	69.032,63	14,06	-58,55
3 Persediaan Stock	154.056,69	156.618,59	252.852,51	101,66	-37,94
4 Pajak dibayar dimuka Prepaid taxes	64.522,24	47.495,47	49.693,30	73,61	-7,67
5 Beban dibayar dimuka dan uang muka Prepaid expenses and down payment	-0,00	1.510,03	5.755,84	34.918.940,61	-13,09
6 Aset Keuangan Lancar Lainnya Other Current Financial Assets	17.144,25	0,00	0,00	0,00	-100,00
Total Aset Lancar Total Current Assets	509.450,62	328.568,06	473.547,84	64,49	-31,81
II Aset Tidak Lancar					
Non-Current Assets					
1 Aset Tetap Fixed assets	849.800,45	773.942,42	835.061,03	91,07	-7,32
Investasi pada entitas Asosiasi Invest in entities Association	7.502,44	0,00	8.016,74	0,00	-100,00
3 Properti investasi Investment property	0,00	58.897,45	0,00		
4 Aset tidak berwujud Intangible Assets	3.443,52	13.427,95	13.047,97	389,95	504,37
5 Aset pajak tangguhan Deferred tax assets	55.402,77	59.786,59	55.402,77	107,91	7,91
6 Aset Tidak Lancar Lainnya Other Non-Current Assets	17.359,96	2.004,74	106,07	11,55	-81,48
Total Aset Tidak Lancar Total Non-Current Assets	933.509,14	908.059,15	911.634,59	97,27	-0,38
Total Aset Total Assets	1.442.959,76	1.236.627,21	1.385.182,42	85,70	-11,25

LIABILITAS

Liability

I Liabilitas Jangka Pendek						
<i>Short-Term Liabilities</i>						
1	Utang usaha <i>Accounts payable</i>	398.383,89	420.153,06	427.803,30	105,46	-1,79
2	Beban Akrual <i>Accrued Expenses</i>	56.772,07	69.095,36	86.462,05	121,71	-20,09
3	Utang Bank <i>Bank debt</i>	119.639,06	15.513,36	128.533,21	12,97	-87,93
4	Utang Lembaga Keuangan Non-Bank <i>Non-Bank Financial Institution Debt</i>	19.774,72	5.269,74	19.506,81	26,65	-74,65
5	Utang Pajak <i>Tax debt</i>	14.895,12	2.401,15	0,00	16,12	-86,64
6	Liabilitas imbalan pasca kerja jangka pendek <i>Short-term post-employment benefit liabilities</i>	13.364,84	19.212,51	16.225,71	143,75	43,75
7	Short-term post-employment benefit liabilities <i>Short-term post-employment benefit liabilities</i>	170.462,31	96.150,23	118.180,56	56,41	-21,94
Total Liabilitas Jangka Pendek <i>Total Short-Term Liabilities</i>		793.292,01	627.795,41	796.711,63	79,14	-23,26
II Liabilitas Jangka Panjang						
<i>Long-Term Liabilities</i>						
1	Utang usaha <i>Accounts payable</i>	1.883,56	0,00	0,00	0,00	
2	Utang Bank <i>Bank debt</i>	723.293,50	843.560,71	718.759,79	116,63	17,36
3	Utang Lembaga Keuangan Non-Bank <i>Non-Bank Financial Institution Debt</i>	9.094,97	0,00	8.963,84	0,00	-100,00
4	Liabilitas imbalan pasca Kerja <i>Post-Employment Benefits Liability</i>	105.560,90	145.641,15	111.925,74	137,97	47,77
5	Liabilitas Sewa <i>Lease Liability</i>	0,00	659,88	0,00		
6	Utang Bunga Bank <i>Bank Interest Payable</i>	78.105,26	68.446,88	17.458,66	87,63	292,05
Total Liabilitas Jangka Panjang <i>Total Long-Term Liabilities</i>		917.938,18	1.058.308,63	857.108,03	115,29	25,41
Total Liabilitas <i>Total Liability</i>		1.711.230,18	1.686.104,04	1.653.819,66	98,53	1,45
III Ekuitas yang dapat diatribusikan kepada pemilik entitas induk:						
<i>Equity attributable to owners of the parent:</i>						
1	Modal dasar <i>Authorized capital</i>	1.000.000,00	1.000.000,00	1.000.000,00	100,00	0,00
2	Modal belum ditempatkan <i>Capital has not been placed</i>	-650.000,00	-650.000,00	-650.000,00	100,00	0,00
	Modal Saham <i>Capital stock</i>	350.000,00	350.000,00	350.000,00	100,00	0,00
3	Tambahan Modal Tax Amnesty <i>Additional Capital Tax Amnesty</i>	1.229,19	1.229,19	1.229,19	100,00	0,00
	Saldo laba <i>Retain earning</i>	0,00				
	Telah ditentukan penggunaannya: <i>Predelined usage:</i>	0,00				
4	Cadangan umum <i>General reserves</i>	76.951,54	76.951,54	76.951,54	100,00	0,00
5	Cadangan tujuan <i>Destination reserve</i>	11.542,72	11.542,72	11.542,72	100,00	0,00
	Belum ditentukan penggunaannya: <i>Not defined for use:</i>	0,00				
6	Saldo laba (rugi) tahun lalu <i>Last year's balance of profit (loss)</i>	-1.460.541,56	-1.460.595,93	-1.030.655,63	100,00	-41,72

7	Saldo laba (rugi) tahun berjalan <i>Balance of profit (loss) for the year</i>	912,72	-153.899,42	-429.940,30	-16.861,56	64,20
	Jumlah Saldo Laba <i>Total Retained Earnings</i>	-1.371.134,58	-1.526.001,09	-1.372.101,67	88,71	-11,22
	Modal Saham dan saldo laba <i>Share Capital and retained earnings</i>	-1.019.905,39	-1.174.771,91	-1.020.872,49	84,82	-15,08
8	Komponen Ekuitas lainnya : <i>Other equity components :</i>	0,00				
	• Selisih revaluasi aset <i>• Asset revaluation difference</i>	802.524,61	802.524,61	802.524,61	100,00	0,00
	• Keuntungan (kerugian) aktuarial <i>• Actuarial gain (loss)</i>	0,00				
	Program Pensiun Manfaat Pasti (PPMP) <i>Defined Benefit Pension Program</i>	-50.882,03	-73.287,40	-50.882,03	55,97	-44,03
	Jumlah Ekuitas lainnya <i>Other Total Equity</i>	751.642,58	729.237,21	751.642,58	97,02	-2,98
	Ekuitas yang dapat diatribusikan kepada pemilik entitas induk <i>Equity attributable to owners of the parent</i>	-268.262,81	-445.534,70	-269.229,91	33,92	-65,48
	Kepentingan non pengendali <i>Non-controlling interests</i>	-7,61	-3.942,13	592,66	-51.588,16	-765,15
	Total Ekuitas <i>Total Equity</i>	-268.270,42	-449.476,83	-268.637,24	32,45	-67,32
	Total Liabilitas Dan Ekuitas <i>Total Of Liabilities And Equities</i>	1.442.959,76	1.236.627,21	1.385.182,42	85,70	-11,25

Laporan Arus Kas Konsolidasian

Consolidated Statement of Cash Flows

Arus Kas Konsolidasi tahun 2020 positif sebesar Rp 88,01 miliar dengan rincian sebagai berikut:

Consolidated Cash Flow in 2020 was positive at Rp 88.01 billion with the following details:

Dalam Rp. Juta
in Million Rupiah

Uraian Description	RKAP Revisi Revised Corporate Work Plan and Budget 2020	Realisasi Audited Realization Audited 2020	Realisasi Audited Realization Audited 2019	% Pencapaian Terhadap RKAP Hingga Bulan Berjalan Achievement of Corporate Work Plan and Budget up to the Current Month	% Pertumbuhan Growth (YoY)
1	2	3	4	5 = 3/2	7 = (3-4)/4
Arus Kas Dari Aktivitas Operasi					
<i>Cash Flow From Operating Activities</i>					
Penerimaan dari Pelanggan <i>Receipt from Customers</i>	959.636,26	445.144,11	429.518,70	46,39	3,64
Penerimaan Restitusi Pajak <i>Receipt of Tax Refund</i>	0,00	20.572,73	8.790,03		134,05
Penerimaan Bunga Giro dan Deposito Berjangka <i>Interest Receipt of Current Accounts and Time Deposits</i>	133,38	226,96	116,99	170,17	94,01
Penerimaan Lainnya <i>Other Admissions</i>		1.531,71	0,00		
Pembayaran Kepada Pemasok dan Beban Lainnya <i>Payments to Suppliers and Other Expenses</i>	-861.661,48	-341.069,53	-362.347,31	39,58	2,80
Pembayaran Kepada Karyawan <i>Payment to Employees</i>	-63.157,02	-52.795,68	-71.126,56	83,59	25,77
Pembayaran Beban Pendanaan <i>Payment of Funding Expense</i>	-13.382,66	-11.482,70	-58.123,08	85,80	80,24
Pembayaran Pajak <i>Payment of taxes</i>	-17.605,96	-36.876,33	-27.881,16	209,45	-32,26
Kas Bersih diperoleh dari (digunakan untuk) Aktivitas Operasi <i>Net Cash is obtained from (used for) Operating Activities</i>	3.962,52	25.251,25	-81.052,40	637,25	136,29
Arus Kas Dari Aktivitas Investasi					
<i>Cash Flow From Investment Activities</i>					
Penerimaan untuk Pengembangan <i>Acceptance for Development</i>	0,00	0,00	3.537,58		
Beban Pengembangan <i>Development Expenses</i>	-6.275,15	-316,53	-1.457,69	5,04	
Pembelian Aset <i>Asset Purchase</i>	-19.382,64	-229,35	-66,00	1,18	-247,48
Penjualan Aset <i>Asset Sales</i>	0,00	118,00	371,26		
Kas Bersih diperoleh dari Aktivitas Investasi <i>Net Cash obtained from Investing Activities</i>	-25.657,79	-427,88	2.385,14	198,33	-548,27

Arus Kas Dari Aktivitas Pendanaan

Cash Flow From Funding Activities

Penerimaan Pinjaman Bank <i>Bank Loan Acceptance</i>	345.768,37	25.611,80	219.312,90	7,41	-88,32
Penerimaan Pinjaman Non-Bank <i>Non-Bank Loan Acceptance</i>	10,00	0,00	43.931,81	0,00	-100,00
Penerimaan Deviden <i>Dividend Receipt</i>	0,00	0,00	0,00		
Pembayaran Pinjaman Bank <i>Bank Loan Payment</i>	-349.828,81	-13.830,72	-122.124,46	3,95	88,66
Pembayaran Utang Bunga Bank <i>Bank Interest Payment</i>		0,00	0,00		
Pembayaran Liabilitas Sewa <i>Payment of Lease Liability</i>		-103,41	0,00		
Pembayaran Pinjaman Non-Bank <i>Non-Bank Loan Payment</i>	0,00	-23.200,91	-39.775,45		52,95
Kas Bersih diperoleh dari Aktivitas Pendanaan <i>Net Cash obtained from Funding Activities</i>	-4.050,44	-11.523,24	101.344,79	-84,49	-112,53
Kenaikan (penurunan) bersih kas dan setara kas <i>Net increase (decrease) in cash and cash equivalents</i>	-25.745,71	13.300,13	22.677,53	251,66	-40,37
Keuntungan (Kerugian) Selisih Kurs yang belum direalisasi <i>Unrealized Gain (Loss) on Foreign Exchange</i>	886,08	1,21	508,97	0,14	-99,76
Kas dan setara kas awal periode <i>Cash and cash equivalents at the beginning of the period</i>	74.710,93	74.710,93	51.524,43	100,00	45,00
Kas Dan Setara Kas Akhir Periode <i>Cash And Cash Equivalents At The End Of The Period</i>	49.851,30	88.012,27	74.710,93	176,55	18,39

Kemampuan Membayar Utang

Ability to Pay Debt

PT INTI (Persero) melakukan pengelolaan risiko likuiditas dengan memonitor profil jatuh tempo pinjaman dan sumber pendanaan. Rasio Kemampuan Membayar Pinjaman terefleksikan dalam Rasio Lancar dan Rasio Kas.

PT INTI (Persero) manages liquidity risk by monitoring loan maturity profiles and funding sources. The ratio of the ability to repay loans is reflected in the Current Ratio and Cash Ratio

Uraian <i>Description</i>	Realisasi <i>Realization</i> 2020	RKAP Revisi <i>Revised CPB</i> 2020	Realisasi <i>Realization</i> 2019
Cash Ratio	14,02	5,38	9,38
Current Ratio	52,34	64,22	59,44

Tingkat Kolektibilitas Piutang

Receivables Collectibility

PT INTI (Persero) melakukan pengelolaan risiko likuiditas dengan memonitor profil jatuh tempo pinjaman dan sumber pendanaan. Rasio Kemampuan Membayar Pinjaman terefleksikan dalam Rasio Lancar dan Rasio Kas.

PT INTI (Persero) manages liquidity risk by monitoring loan maturity profiles and funding sources. The ratio of the ability to repay loans is reflected in the Current Ratio and Cash Ratio

Uraian Description	Realisasi Realization 2020	RKAP Revisi Revised CPB 2020	Realisasi Realization 2019
Collection Periods (Hari/Days)	26,89	80,97	63,73

Struktur Modal dan Kebijakan Struktur Modal

Capital Structure and Capital Structure Policy

Berdasarkan perubahan terakhir Keputusan Rapat Perseroan dengan Akta Nomor 40 tertanggal 20 Oktober 2020, Notaris Muhammad Hanafi, S.H., di Jakarta dan telah disahkan oleh Menteri Hukum dan Hak Asasi Manusia (HAM) Republik Indonesia Nomor AHU-AH.01.03-0401202 tertanggal 23 Oktober 2020, dijelaskan bahwa modal dasar Perseroan sebesar Rp1.000.000.000.000 terbagi atas 1 lembar saham seri A Dwiwarna dan 999.999 lembar saham seri B dengan nilai nominal masing-masing Rp1.000.000.

Based on the latest amendment to the Resolution of the Company's Meeting with Deed Number 40 dated October 20, 2020, Notary Muhammad Hanafi, SH, in Jakarta and has been ratified by the Minister of Law and Human Rights of the Republic of Indonesia Number AHU-AH.01.03-0401202 dated October 23, 2020, it is explained that the authorized capital of the Company is Rp1,000,000,000 divided into 1 share Dwiwarna A Series and 999,999 shares B Series with a nominal value of Rp1,000,000 each.

Dari modal dasar tersebut telah ditempatkan dan disetor sebanyak 35% atau sejumlah 350.000 lembar saham yang terbagi atas 1 lembar saham seri A Dwiwarna dan 349.999 lembar saham seri B dengan nilai nominal seluruhnya sebesar Rp350.000.000.000.

Of the authorized capital, 35% has been issued and paid-up or 350,000 shares which are divided into 1 share Dwiwarna A Series and 349,999 shares B Series with a total par value of Rp 350,000,000,000.

Tujuan Perseroan dalam mengelola permodalan adalah melindungi kemampuan Perseroan dalam mempertahankan kelangsungan usaha, sehingga entitas dapat tetap memberikan imbal hasil bagi Pemegang Saham dan manfaat bagi pemangku kepentingan lainnya dan untuk mengelola struktur modal yang optimal untuk meminimalisasi biaya modal yang efektif.

The Company's objective in managing capital is to protect the Group's ability to continue as a going concern, so that the entity can continue to provide returns for Shareholders and benefits for other stakeholders and to manage an optimal capital structure to minimize the cost of capital effectively.

Dalam rangka mengelola struktur modal, Perseroan mungkin menyesuaikan jumlah dividen, menerbitkan saham baru, menambah atau mengurangi jumlah utang.

In order to manage the capital structure, the Perseroan may adjust the amount of dividends, issue new shares, increase or decrease the amount of debt.

Ikatan Material Untuk Investasi Barang Modal

Material Commitment for Investments in Capital Goods

Selama tahun 2020 tidak ada ikatan yang material atas investasi barang modal.

There were no material commitments for investments in capital goods throughout 2020.

Investasi Barang Modal

Investment In Capital Goods

Di tengah kondisi pandemi global Covid-19 yang mempengaruhi kondisi industri dan pertumbuhan perekonomian global, PT INTI (Persero) tetap berupaya melakukan langkah-langkah strategis dan seksama guna mendukung daya tahan finansial Perseroan dengan terus berusaha untuk meningkatkan pertumbuhan.

In the midst of the global Covid-19 pandemic that affects industrial conditions and global economic growth, PT INTI (Persero) continues to take strategic and careful steps to support the Company's financial resilience by continuing to strive to increase growth.

Realisasi Investasi Konsolidasi tahun 2020 sebesar Rp2,596 miliar atau 9,68% terhadap Rencana Kerja dan Anggaran Perusahaan (RKAP) tahun 2020. Realisasi Investasi berasal dari Bangunan dan Emplasemen Rp316 juta, Alat Olah Data atau Sistem Informasi Rp6,4 juta, Inventaris Kantor dan Gudang Rp9,45 juta, Alat Angkut atau Kendaraan Rp567,21 juta, Aset dalam Pembangunan Perkembangan Produk sebesar Rp613,77 juta, dan Lisensi Software System Application and Processing, Merk, Hak atas Kekayaan Intelektual (HAKI) sebesar Rp1,084 miliar.

Realization of Consolidated Investments in 2020 amounting to Rp2.596 billion or 9.68% of the Company Work Plan and Budget in 2020. Realization of investment comes from Buildings and Emplacements Rp316 million, Data Processing Equipment or Information Systems Rp6.4 million, Office Inventory and Warehouse Rp9.45 million, Transport Equipment or Vehicles Rp567.21 million, Assets in Product Development Rp613.77 million, and System Application and Processing Software License, Brand, Intellectual Property Rights Rp1.084 billion.

Target Perusahaan di Awal Tahun 2020 Dibandingkan Realisasi Tahun 2020

Company Targets in Early 2020 Compared to Realization in 2020

Pemasaran (Marketing)

Kontrak Penjualan

Perolehan Kontrak Penjualan Konsolidasi Tahun 2020 sebesar Rp. 299,36 miliar dengan rincian sebagai berikut:

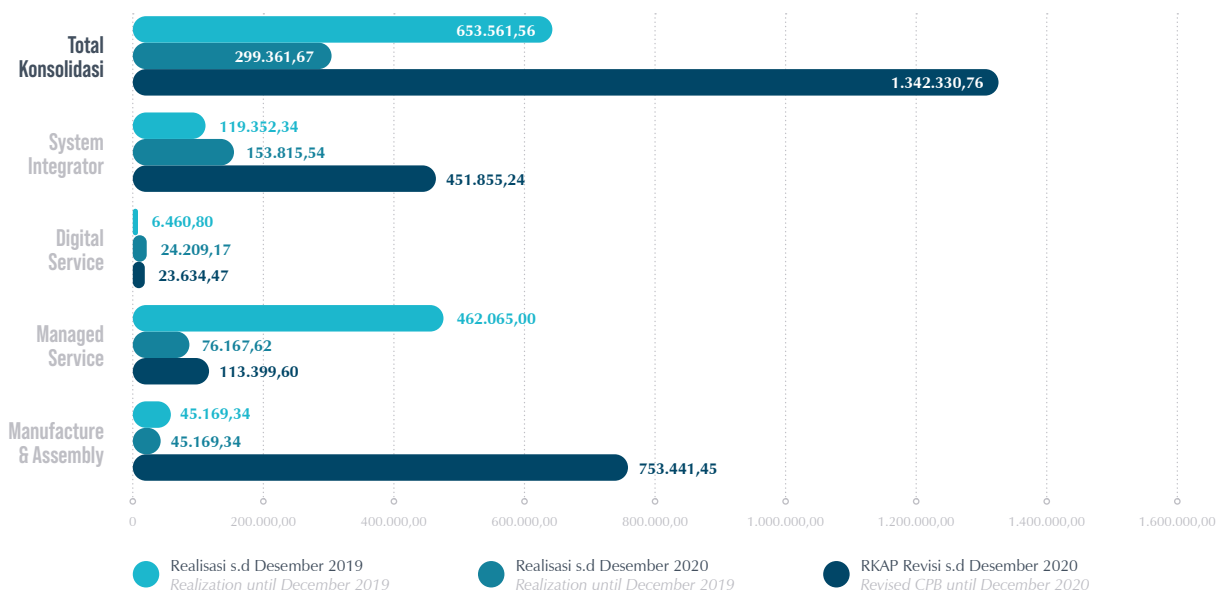
Sales Contract

Acquisition of Consolidated Sales Contracts for 2020 amounting to Rp. 299.36 billion with details as follows:

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	RKAP Revisi s/d Desember Revised CPB until December 2020	Realisasi s/d Desember Realization until December 2020	Realisasi s/d Desember Realization until December 2019	% Pencapaian Achievement	% Pertumbuhan Growth
1	2	3	4	5 = 3/2	6 = (3-4)/4
Manufacture & Assembly	753.441,45	45.169,34	65.710,42	6,00	-31,26
Managed Services	113.399,60	76.167,62	462.065,00	67,17	-83,52
Digital Services	23.634,47	24.209,17	6.460,80	102,43	274,71
System Integrator	451.855,24	153.815,54	119.325,34	34,04	28,90
Total	1.342.330,76	299.361,67	653.561,56	22,30	-54,20

Kontrak Sampai Dengan Triwulan IV Tahun 2020 Contract Until Fourth Quarter of 2020



Perolehan Kontrak Penjualan Konsolidasi Perusahaan

Berikut adalah rincian realisasi perolehan Kontrak Penjualan Konsolidasi tahun 2020:

Acquisition of the Company's Consolidated Sales Contract

The following are the details of the realization of the acquisition of Consolidated Sales Contracts in 2020:

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	Segmen Pelanggan Customer Segment	Group Produk Product Group	RKAP Revisi Revised CPB 2020	Realisasi Realization 2020	Realisasi Realization 2019	% Pencapaian Achievement	% Pertumbuhan Growth
Manufacture & Assembly	Enterprise	AFIS	2.458	-	-	-	-
		Antenna	-	-	274	-	(100)
		E-Voting	1.531	-	-	-	-
		IT Sistem	1.772	-	-	-	-
		Ktp El_Reader	7.500	142	25.884	2	(99)
		Lampu LED	-	9	-	-	-
		Metal	2.556	429	2.215	17	(81)
		MPOS	29.700	935	23.326	3	(96)
		Niaga	1.500	-	571	-	(100)
		Optimalisasi Material	6	24	-	403	-
		Plastik	4.836	361	2.880	7	(87)
		Plato	-	-	1.433	-	(100)
		Rectifier	-	-	200	-	(100)
		Repair & Refurbish	-	18	-	-	-
		SCU (Smart Control Unit)	1.500	-	-	-	-
		Smart Kiosk	843	-	-	-	-
		Smart Meeting	-	-	518	-	(100)
		Smart Meter	9.750	-	-	-	-
		Tabung Gas	-	-	1.138	-	(100)
		Enterprise Total			63.951	1.918	58.439
Enterprise Non Telco	Enterprise Non Telco	Ktp Reader	-	47	-	-	-
		Metal	-	93	-	-	-
		Repair & Refurbish	-	1	-	-	-
		Samcard	-	13	-	-	-
Enterprise Non Telco Total			-	154	-		
Government	Government	MPOS	-	-	927	-	(100)
		Samcard	12	24	101	201	(76)
		SCU (Smart Control Unit)	1.500	-	-	-	-
		SLC	17.000	-	-	-	-
		Smart Kiosk	200	-	-	-	-
		Smart Meeting	-	-	1.529	-	(100)
Government Total			20.712	24	2.580	0	(99)
Government Non Defense	Government Non Defense	i-Perisalah	-	15	-	-	-
		Government Non Defense Total			-	15	-
Telco	Telco	ADSB	69.750	-	-	-	-
		Antenna	-	-	330	-	(100)

		Box Cpe	-	-	1.725	-	(100)		
		Genset	-	-	1.349	-	(100)		
		IT Sistem	328	-	-	-	-		
		Kabel FO	60.000	-	-	-	-		
		LCVMS	7.500	-	-	-	-		
Manufacture & Assembly	Telco	MPOS	5.800	3.184	1.288	55	147		
		ONT	220.000	-	-	-	-		
		Optimal Mat.	-	39.874	-	-	-		
		STB	295.400	-	-	-	-		
		Tiang	10.000	-	-	-	-		
		Telco Total	668.778	43.058	4.692	6	818		
		Manufacture & Assembly Total		753.441	45.169	65.710	6	(31)	
				IT Manage Service	-	-	4.606	-	(100)
				IT Sistem	407	307	-	75	-
				Maintenance	-	414	-	-	-
		MPOS	109	-	-	-	-		
		NI TI	1.050	-	-	-	-		
	Enterprise	Seat Management	-	-	311.767	-	(100)		
		Sewa	-	490	212	-	131		
		SPMS	2.031	2.179	6.030	107	(64)		
		Topo	-	-	10.840	-	(100)		
		VSAT	-	-	38.537	-	(100)		
		Enterprise Total	63.951	1.918	58.439	3	(97)		
		Enterprise Non Telco	IT Sistem	-	18	-	-	-	
			Sewa	-	238	-	-	-	
	SPMS		-	144	-	-	-		
	Topo		-	4.382	-	-	-		
	Enterprise Non Telco Total		-	4.783	-				
Managed Services		IT Manage Service	-	-	2.100	-	(100)		
		Sewa	-	92	376	-	(76)		
		Government	SIMRS	1.681	-	-	-	-	
			STM	-	182	-	-	-	
			Topo	19.631	14.415	-	73	-	
			Government Total	21.312	14.688	2.476	69	519	
		Government Non Defense	Sewa	-	258	-	-	-	
		Government Non Defense Total		-	258	-			
			Aktivasi Pelanggan	-	-	89	-	(100)	
			FOC	4.000	-	-	-	-	
		IT Manage Service	-	-	24	-	(100)		
	Telco	Maintenance	84.491	9.222	44.945	11	(79)		
		Managed Service	-	591	43.000	-	(99)		
		Repair & Refurbish	-	42.100	-	-	-		
		Sewa	-	1.136	174	-	552		
		Telco Total	88.491	53.049	88.232	60	(40)		
Managed Services Total		113.400	76.168	462.065	67	(84)			

	E-Voting	-	1.531	1.442	-	6
	IT Equipment	-	-	1.350	-	(100)
	IT Sistem	3.050	1.772	-	58	-
Enterprise	IT Software	2.875	-	-	-	-
	MPOS	5.553	858	-	15	-
	Plato	-	519	-	-	-
	SID	-	2.266	-	-	-
Enterprise Total		11.478	6.944	2.792	61	149
Enterprise Non Telco	E-Ktp	-	900	-	-	-
Enterprise Non Telco Total		-	900	-	-	-
Managed Services						
	E-Ktp	26	-	-	-	-
	E-Voting	2.900	338	3.487	12	(91)
	IT Equipment	-	-	182	-	-
Government	IT Sistem	1.120	11.143	-	995	-
	IT Software	3.850	2.588	-	67	-
	SIMRS	4.262	1.786	-	42	-
	STM	-	182	-	-	-
Government Total		12.157	16.037	3.669	132	337
Telco	IT Sistem	-	328	-	-	-
Telco Total		-	328	-	-	-
Digital Services Total		23.634	24.209	6.461	102	183
	Aktivasi Pelanggan	-	83	-	-	-
	E-Ktp	-	812	1.687	-	(52)
	IT Equipment	-	-	3.789	-	(100)
	IT System	-	-	5.752	-	(100)
	Jasa Lain	4.590	831	909	18	(9)
	Konverter Kit	-	43.808	1.630	-	2.587
	Metal	-	-	141	-	(100)
Enterprise	MPOS	3.896	-	-	-	-
	NI TI	-	224	1.165	-	(81)
	Niaga	1.968	-	198	-	(100)
	Optimalisasi Material	-	575	-	-	-
	OSP	9.890	4.209	1.495	43	181
System Integrator	PLTS	154.656	17.962	-	12	-
	Radio	-	-	846	-	(100)
	Sacme	1.522	1.358	824	89	65
	Sindila	-	-	579	-	(100)
Enterprise Total		176.522	69.861	19.018	40	267
	Jasa Lain	-	118	-	-	-
Enterprise Non Telco	Metal	-	9	-	-	-
	NI T	-	37	-	-	-
	OSP	-	368	-	-	-
Enterprise Non Telco Total		-	531	-	-	-
Government	ACMI	55.000	-	-	-	-
	E-Ktp	-	26	212	-	(88)
	IT Equipment	-	-	4.192	-	(100)
	PJU	77.500	-	43.087	-	(100)

	Plato	2.250	-	-	-	-
	Simbagas	1.600	-	-	-	-
Government	Sindila	873	-	-	-	-
	Topo	20.110	311	-	2	-
	VLF	40.001	-	-	-	-
	Government Total	197.334	337	47.491	0	(99)
System Integrator	Aktivasi Pelanggan	-	55	319	-	(83)
	FOC	-	-	4.343	-	(100)
Telco	IKR Migrasi	-	-	-	-	-
	Optimal Mat	-	748	-	-	-
	OSP	78.000	53.168	48.155	68	10
	Pelolosan	-	29.116	-	-	-
	Telco Total	78.000	83.087	83.033	107	0
System Integrator Total		451.855	153.816	119.325	34	(35)
Grand Total		1.342.331	299.362	653.562	22	(54)

Penjualan

Realisasi Penjualan Konsolidasi tahun 2020 sebesar Rp427,247 miliar dengan rincian sebagai berikut:

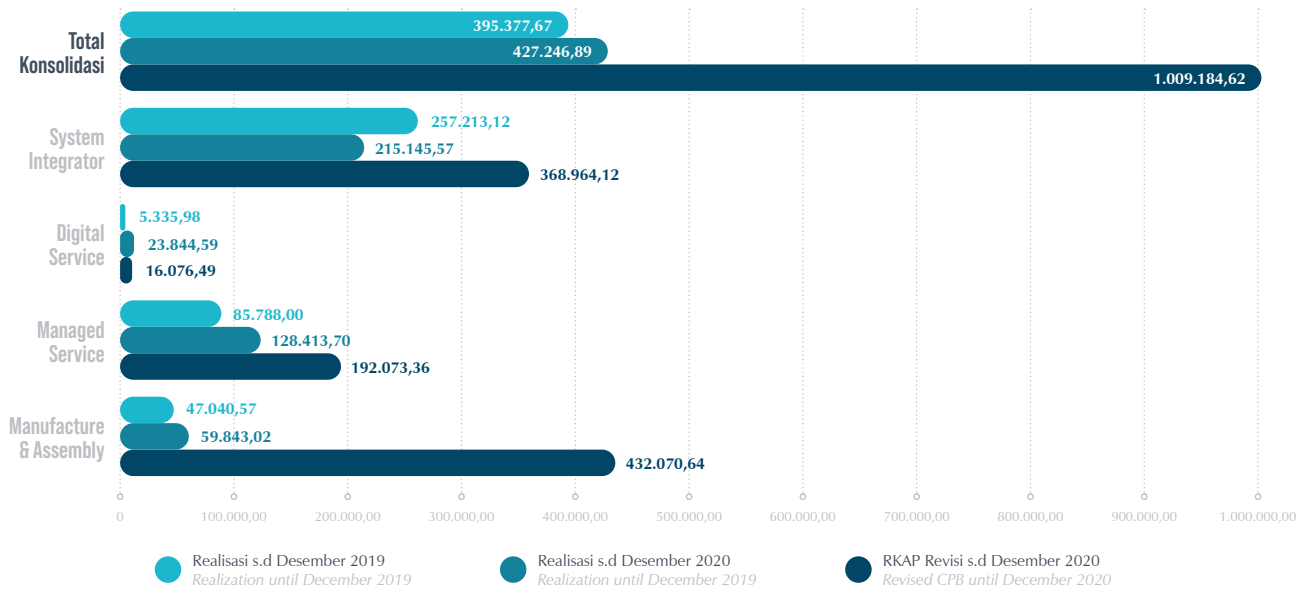
Sales

Realization of Consolidated Sales in 2020 amounted to Rp427.247 billion with the following details:

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	RKAP Revisi s/d Desember Revised CPB until December 2020	Realisasi s/d Desember Realization until December 2020	Realisasi s/d Desember Realization until December 2019	% Pencapaian Achievement	% Pertumbuhan Growth
1	2	3	4	5 = 3/2	6 = (3-4)/4
Manufacture & Assembly	432.070,64	59.843,02	47.040,57	13,85	27,22
Managed Services	192.073,36	128.413,70	85.788,00	66,86	49,69
Digital Services	16.076,49	23.844,59	5.335,98	148,32	346,86
System Integrator	368.964,12	215.145,57	257.213,12	58,31	(16,36)
Total	1.009.184,62	427.246,89	395.377,67	42,34	8,06

Penjualan Sampai Dengan Triwulan IV Tahun 2020 Sales Until Fourth Quarter of 2020



Penjualan Konsolidasi Perusahaan

Berikut adalah rincian Penjualan Konsolidasi Tahun 2020:

Company Consolidated Sales

Here are the details of the Consolidated Sales 2020:

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	Segmen Pelanggan Customer Segment	Group Produk Product Group	RKAP Revisi Revised CPB 2020	Realisasi Realization 2020	Realisasi Realization 2019	% Pencapaian Achievement	% Pertumbuhan Growth
Manufacture & Assembly	Enterprise	AFIS	2.308	-	-	-	
		Antenna	-	274	-		
		E-Kiosk	23	23	-	100	
		E-Voting	1.531	-	-		
		Finger Print	-	-	13.660	(100)	
		Genset	1.367	1.349	-	99	
		Inti Smart Exchange	-	-	135	(100)	
		IT Sistem	1.772	-	-		
		Ktp El_Reader	20.005	12.638	12.164	63	4
		Lampu LED	-	9	-		
		Metal	2.980	831	1.708	28	(51)
		MPOS	50.290	540	7.316	1	(93)
		Niaga	1.992	-	318	-	(100)
		Optimalisasi Material	6	370	-	6.171	
		Plastik	6.208	2.191	1.084	35	102
		Plato	-	-	1.393	(100)	
		Rectifier	-	-	340	(100)	
		Repair & Refurbish	-	18	-		
		SCU (Smart Control Unit)	1.500	-	-		

	Smart Meeting	-	-	518		(100)
Enterprise	Smart Meter	9.750	-	-	-	
	Tabung Gas	-	-	1.138		(100)
Enterprise Total		99.730	18.244	39.774	18	(54)
	Ktp Reader	-	47	-		
Enterprise Non Telco	Metal	-	8	-		
	Samcard	-	13	-		
Enterprise Non Telco Total		-	68	-		
	MPOS	-	-	927		(100)
	Samcard	12	24	101	201	(76)
Government	SCU (Smart Control Unit)	1.500	-	-	-	
	Smart Kiosk	200	-	-	-	
	Smart Meeting	-	-	1.529		(100)
Government Total		1.712	24	2.557	1	(99)
Government Non Defense	i-Perisalah	-	15	-		
Government Non Defense Total		-	15	-		
	ADSB	69.750	-	-	-	
	Antenna	-	-	344		(100)
	Box Cpe	-	-	4.029		(100)
	Genset	-	-	338		(100)
	IT Sistem	328	-	-	-	
Telco	Kabel FO	60.000	-	-	-	
	MPOS	5.800	4.450	-	77	
	ONT	132.000	-	-	-	
	Optimalisasi Material	-	37.042	-	-	
	STB	52.750	-	-	-	
	Tiang	10.000	-	-	-	
Telco Total		330.628	41.492	4.710	13	781
Manufacture & Assembly Total		432.071	59.843	47.041	14	27
	IT Manage Service	-	-	4.740		(100)
	IT Sistem	407	307	-	75	
	Maintenance	9.416	11.826	5	126	260.377
	MPOS	101	-	-	-	
	NI TI	1.187	-	-	-	
Enterprise	Radio	-	-	9.576		(100)
	Seat Management	35.937	27.396	23.746	76	15
	Sewa	77	466	212	606	120
Managed Services	SPMS	1.881	2.179	5.315	116	(59)
	Topo	-	-	19.042		(100)
	VSAT	7.315	10.553	-	144	
Enterprise Total		56.321	52.727	62.636	94	(16)
	IT Sistem	-	18	-		
Enterprise Non Telco	Sewa	-	214	-		
	SPMS	-	144	-		
	Topo	-	4.382	-		
Enterprise Non Telco Total		-	4.759	-		

		IT Manage Service	-	-	2.100	(100)
		Sewa	234	234	234	100
	Government	SIMRS	306	-	-	-
		STM	-	182	-	-
		Topo	19.059	14.365	-	75
	Government Total		19.599	14.781	2.334	75
		Aktivasi Pelanggan	-	-	89	(100)
		FOC	8.000	-	-	-
		IT Manage Service	-	-	24	(100)
	Telco	Maintenance	108.154	9.122	20.503	8
		Managed Service	-	35.269	-	-
		Repair & Refurbish	-	10.630	-	-
		Sewa	-	1.126	201	460
	Telco Total		116.154	56.147	20.817	48
	Managed Services Total		192.073	128.414	85.788	67
		E-Voting	-	1.531	1.442	6
		IT Sistem	3.590	1.772	-	49
		IT Software	2.700	-	-	-
	Enterprise	MPOS	1.900	858	-	45
		Plato	-	1.411	-	-
		SID	-	2.266	-	-
		Smart Clinic	-	-	180	(100)
	Enterprise Total		8.190	7.837	1.622	96
	Enterprise Non Telco	Smart Clinic	-	55	-	-
	Enterprise Non Telco Total		-	55	-	-
		E-Ktp	26	-	-	-
		E-Voting	2.500	338	3.532	14
		IT Equipment	-	-	182	(100)
		IT Sistem	852	11.143	-	1.308
		IT Software	770	2.588	-	336
		SIMRS	3.521	1.175	-	33
		Smart Clinic	218	200	-	92
		STM	-	182	-	-
	Government Total		7.886	15.625	3.714	198
	Telco	IT Sistem	-	328	-	-
	Telco Total		-	328	-	-
	Digital Services Total		16.076	23.845	5.336	148
		Aktivasi Pelanggan	-	122	-	-
		Bird Strike	21.449	21.449	-	100
		E-Ktp	-	812	1.747	(54)
		IT Equipment	-	-	3.694	(100)
		IT System	553	3.333	11.165	602
		Jasa Lain	4.675	767	823	16
		Konverter Kit	-	43.808	1.630	2.587
		Metal	-	-	783	(100)
		Mini Pop	491	491	-	100
		MPOS	3.728	-	-	-

Digital Service	NI T	-	510	1.741		(71)	
	Niaga	1.160	26	316	2	(92)	
	Optimalisasi Material	-	575	-			
	OSP	2.244	1.597	3.416	71	(53)	
	Pelolosan	-	-	24.087		(100)	
	Enterprise	Plastik	-	-	344		(100)
		PLTS	155.921	1.406	54.669	1	(97)
		PMS-Lan	2.705	-	-	-	
		Radar	14.344	13.324	2.151	93	519
		Radio	2.432	21.513	1.615	885	1.232
		Sacme	847	888	549	105	62
Sindila		235	235	2.375	100	(90)	
Enterprise Total		210.783	110.857	111.105	53	(0)	
Enterprise Non Telco	Jasa Lain	-	256	-			
	Metal	-	9	-			
	NI TI	-	70	-			
Enterprise Non Telco Total	-	335	-				
Government	E-Ktp	-	26	212		(88)	
	IT Equipment	-	-	4.099		(100)	
	PJU	11.165	15.513	58.219	139	(73)	
	Plato	2.250	-	-	-		
	Sindila	873	-	-	-		
	Topo	-	311	-			
Government Total	14.287	15.850	62.530	111	(75)		
Telco	Aktivasi Pelanggan	-	29	1.300		(98)	
	FOC	6.478	5.856	4.785	90	22	
	IKR Migrasi	-	-	28.846		(100)	
	Mini Pop	-	-	9.385		(100)	
	Optimalisasi Material	-	748	-			
	OSP	114.915	52.355	39.262	46	33	
	Pelolosan	22.500	29.116	-	129		
Telco Total	143.894	88.105	83.578	61	5		
System Integrator Total	368.964	215.146	257.213	58	(16)		
Grand Total	1.009.185	427.247	395.378	42	8		

Saldo Kontrak Penjualan

Saldo Kontrak Penjualan tahun 2020 adalah sebesar Rp 555,67 miliar, dengan rincian sebagai berikut:

Sales Contract Balance

The Balance of the Sales Contract for 2020 is Rp555.67 billion, with details as follows:

Dalam Rp. Juta
in Million Rupiah

Uraian Description	Induk Perusahaan Parent Company	IPMS	INTENS	Anak Perusahaan Subsidiary	Konsolidasi Consolidation
A. Carry Over Tahun 2019	994.409	4.526	18.199	22.725	1.017.134
Amandemen dan koreksi Carry Over 2019 Carry Over 2019 amendments and corrections	(316.156)	(0)	(15.840)	(15.840)	(331.996)
Eliminasi Kontrak Carry Over Carry Over Contract Elimination	(800)	-	(780)	(780)	(1.580)
A. Carry Over Tahun 2019 Setelah Amandemen Carry Over Year 2019 After Amendment	677.453	4.525	1.580	6.105	683.558
B. Perolehan Kontrak s/d November 2020 Contract Acquisition until November 2020	273.193	6.353	28.086	34.439	307.632
Amandemen dan Koreksi 2020 Amendments and Corrections 2020	(4.774)	(71)	(1.262)	(1.333)	(6.107)
Eliminasi Kontrak Induk ke Anak Perusahaan Elimination of Parent Contract to Subsidiaries	-	(1.463)	(701)	(2.163)	(2.163)
B. Kontrak 2020 Contract 2020	268.419	4.820	26.123	30.943	299.362
Jumlah Kontrak Contract Amount	945.872	9.345	27.703	37.048	982.919
C. Penjualan s/d Desember 2020 Sales until December 2020	396.200	7.440	25.908	33.348	429.548
Eliminasi Penjualan Sales Elimination	-	(1.463)	(838)	(2.301)	(2.301)
C. Penjualan s/d Desember 2020 Setelah Eliminasi Sales until December 2020 After Elimination	396.200	5.977	25.070	31.047	427.247
D. Sisa Kontrak s/d 31 Desember 2020 Remaining Contract until December 31, 2020	549.672	3.368	2.633	6.001	555.673

Produksi Barang dan Jasa

Realisasi Produksi Barang dan Jasa tahun 2020 sebagai berikut:

Production of Goods and Services

The realization of the Production of Goods and Services in 2020 is as follows:

Uraian Description	Satuan Unit	Realisasi Realization 2020	RKAP Revisi Revised CPB 2020	Realisasi Realization 2019	% Pertumbuhan Growth	% Pencapaian Achievement	
1	2	3	4	5	6 = 3/4	7 = (3-5)/5	
Produksi Barang							
1	Set Top Box - Telkom	Unit	158	500.000	-	0,03	-
2	FAT	Unit	-	400.001	-	-	-
3	ONT	Unit	-	50.000	-	-	-
4	Android Box	Unit	-	14.286	-	-	-
5	STB	Unit	-	9.480	-	-	-
6	ADSB	Unit	6	50	-	12,00	-
7	LCVMS	Unit	-	5.544	-	-	-
8	E-Ktp	Unit	23	6.504	-	-	-
9	MPOS	Unit	439	12.190	120	3,60	268,83
10	Sindila	Unit	-	80	-	-	-
11	SLC	Unit	-	120	-	-	-
12	Simbagas	Unit	-	12	-	-	-
13	SCU	Unit	-	12	-	-	-

14	Meter Gas Prabayar	Unit	-	10.000	-	-	-
15	Meter Gas Pasca Bayar	Unit	-	20.001	-	-	-
16	Meter Air Prabayar	Unit	-	50.000	-	-	-
17	Meter Air Pasca Bayar	Unit	-	50.000	-	-	-
18	Tabung Gas	Unit	-	158.405	-	-	-
19	Kwh Meter	Unit	-	100.002	-	-	-
20	NTE Damaged	Unit	102.267	-	-	-	-
21	NTE	Unit	321.061	-	-	-	-
22	Konverter Kit	Unit	5.705	-	-	-	-

Produksi Jasa

1	Produk Genuine	Lokasi	-	-	-	-	-
2	Rectifier	Lokasi	-	60	-	-	-
3	SPMS	Transaksi	4.360	5.842	2.862	74,63	52,34
4	Antenna	Lokasi	-	-	-	-	-
5	Alat Ukur	Lokasi	-	-	-	-	-
6	Manage Service	Lokasi	29	18	-	161,11	-
7	MSC Installation	Lokasi	22	42	28	52,38	(21,43)
8	Seat Management	Lokasi	-	-	-	-	-
9	Maintenance Sagem Telkomsel	Lokasi	-	-	-	-	-
10	Maintenance Sagem Indosat	Lokasi	-	-	256	-	(100,00)
11	Spare Part Management	Lokasi	-	-	-	-	-
12	e-Commerce	Lokasi	-	-	-	-	-
13	IP Comm	Lokasi	-	-	-	-	-