



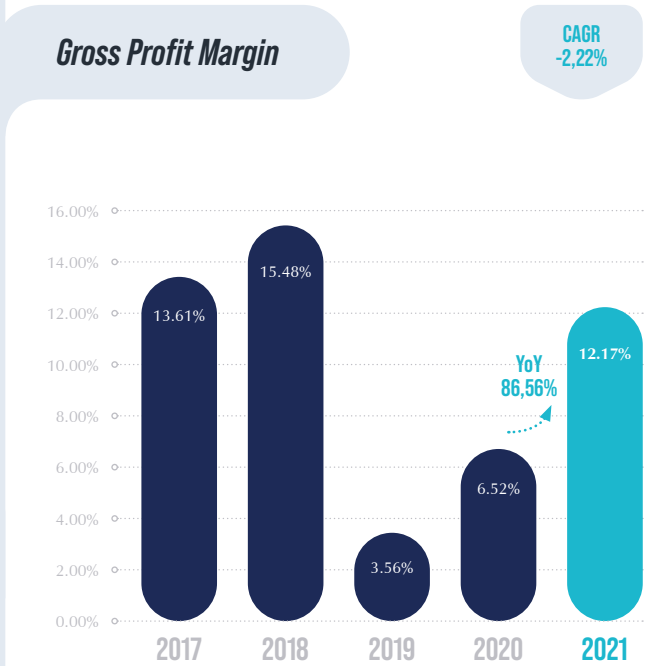
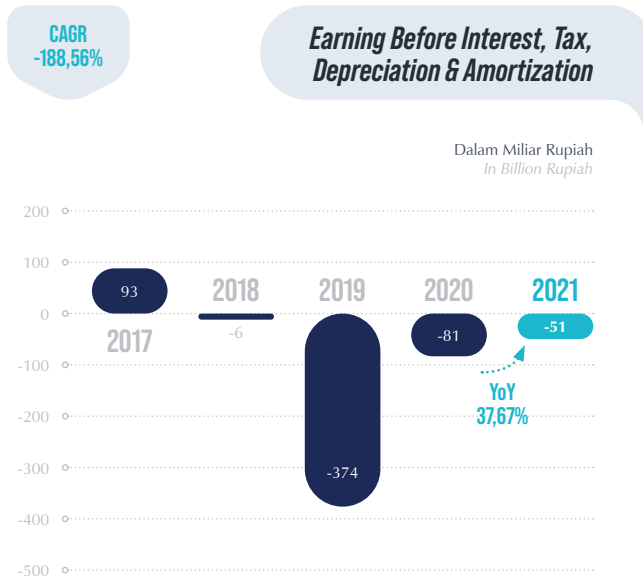
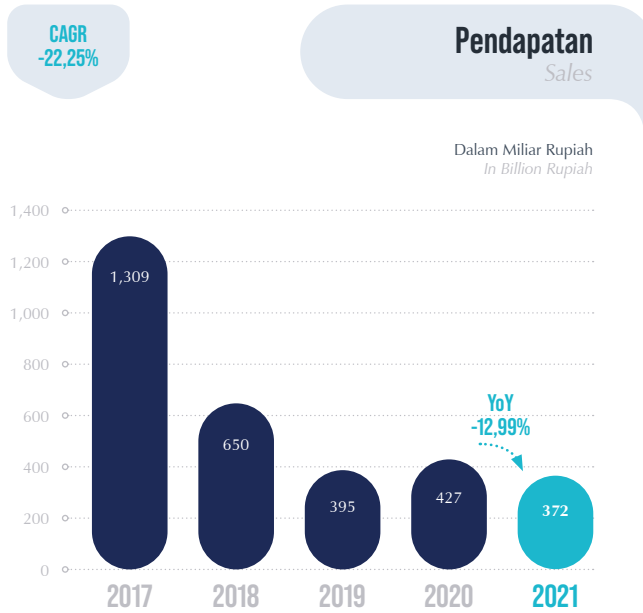
data statistik Keuangan Penting

Statistic of Key Financial Information



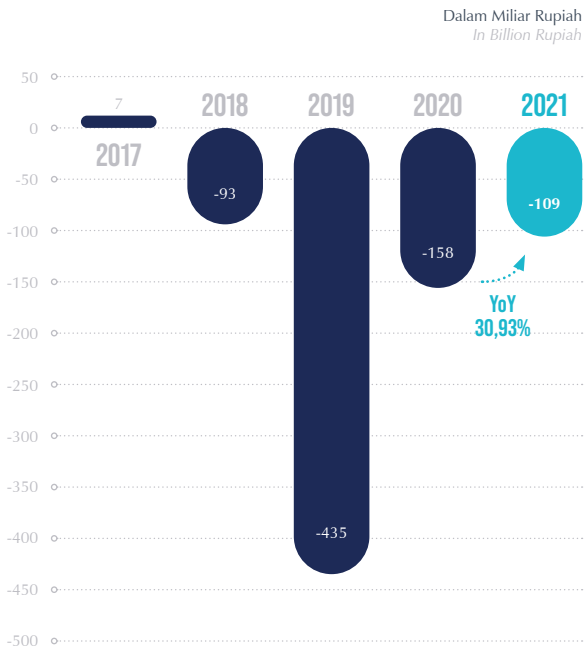
Potret Kinerja Lima Tahun

Five Year Performance Portrait



CAGR
-275,30%

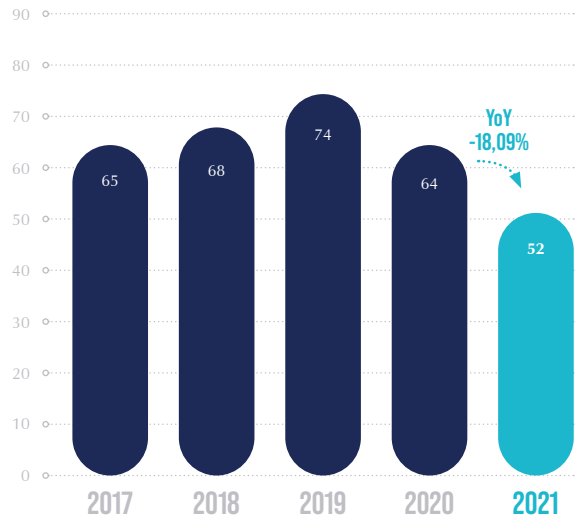
Laba (Rugi) Tahun Berjalan
Net Income (Loss) for The Year



Beban Pendanaan
Finance Expenses

CAGR
-4,47%

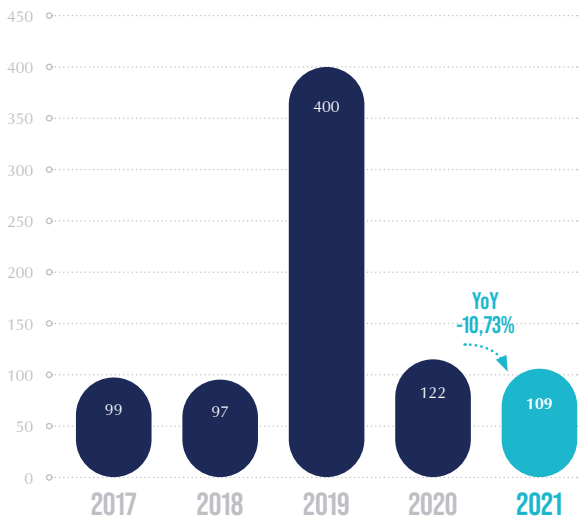
Dalam Miliar Rupiah
In Billion Rupiah



CAGR
-2,99%

Beban Usaha
Operating Expenses

Dalam Miliar Rupiah
In Billion Rupiah



CAGR
-162,65%

Arus Kas Bersih dari Aktivitas Pendanaan
Cash Flows from Financing Activities

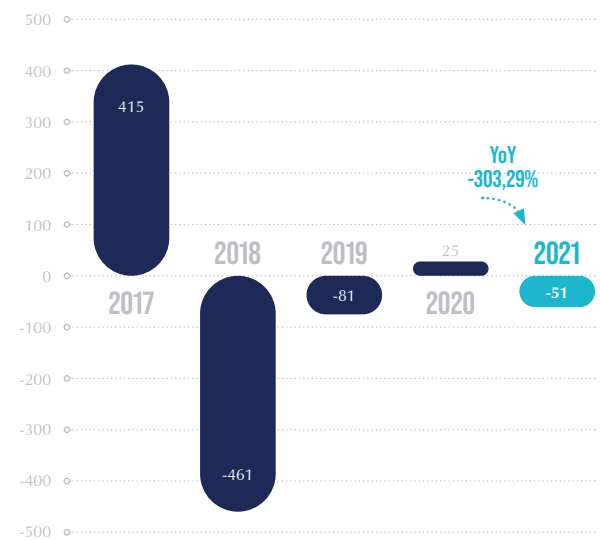
Dalam Miliar Rupiah
In Billion Rupiah



Arus Kas Bersih dari Aktivitas Operasional
Cash Flows from Operating Activities

CAGR
-165,85%

Dalam Miliar Rupiah
In Billion Rupiah



Dalam Juta Rupiah
In Million Rupiah

Keterangan <i>Description</i>	2017	2018	2019	2020	2021	YoY	CAGR
Total Aset <i>Total Assets</i>	2.026.984	1.594.764	1.385.182	1.236.627	1.204.755	-2,58	-9,88%
Aset Lancar <i>Current Assets</i>	1.158.603	743.630	473.548	328.568	300.159	-8,65	-23,67%
Aset Tidak Lancar <i>Non Current Assets</i>	868.381	851.134	911.635	908.059	904.596	-0,38	0,82%
Total Liabilitas <i>Total Liabilities</i>	1.812.701	1.465.635	1.653.820	1.686.104	1.743.754	3,42	-0,77%
Liabilitas Jangka Pendek <i>Current Liabilities</i>	1.704.425	1.343.091	796.712	627.795	684.251	8,99	-16,68%
Liabilitas Jangka Panjang <i>Non-Current Liabilities</i>	108.276	122.545	857.108	1.058.309	1.059.503	0,11	57,80%
Ekuitas <i>Equity</i>	214.283	129.129	-268.637	-449.477	-538.999	-19,92	-220,26%
Pendapatan <i>Revenues</i>	1.308.680	649.756	395.378	427.247	371.731	-12,99	-22,25%
Beban Pokok Penjualan <i>Cost of Revenues</i>	1.130.519	549.178	381.287	399.379	326.497	-18,25	-22,00%
Laba Kotor <i>Gross Profit</i>	178.161	100.579	14.091	27.868	45.234	62,32	-23,98%
Beban Usaha <i>Operating Expense</i>	98.746	96.527	400.338	121.637	108.582	-10,73	1,92%
Earning Before Interest, Tax, Depreciation & Amortization (EBITDA) <i>Earning Before Interest, Tax, Depreciation & Amortization (EBITDA)</i>	92.759	-6.463	-373.911	-81.082	-50.538	37,67	-188,56%
Laba Sebelum Pajak <i>Loss Before Tax</i>	23.939	-77.820	-460.444	-157.339	-115.421	26,64	-236,97%
Laba Tahun Berjalan <i>Net Income (Loss) for The Year</i>	6.611	-92.882	-434.765	-158.434	-109.424	30,93	-275,30%

Arus Kas Bersih dari Aktivitas Operasional	414.716	-460.610	-81.052	25.251	-51.333	-303,29	-165,85%
<i>Cash Flows from Operating Activities</i>							
Arus Kas Bersih dari Aktivitas Investasi	-3.343	-1.907	2.385	-428	-1.248	-191,65	-17,89%
<i>Cash Flows from Investing Activities</i>							
Arus Kas Bersih dari Aktivitas Pendanaan	-25.176	73.877	101.345	-11.523	2.430	121,08	-162,65%
<i>Cash Flows from Financing Activities</i>							
Penambahan (Pengurangan) Kas	386.197	-388.639	22.678	13.300	-50.152	-477,08	-166,48%
<i>Increase (Decrease) in Cash on Hand and In Banks</i>							
Margin Laba Kotor (%)	13,61%	15,48%	3,56%	6,52%	12,17%	86,56	-2,22%
<i>Gross Profit Margin (%)</i>							
Margin Laba Bersih (%)	0,51%	-14,29%	-109,96%	-37,08%	-29,44%	20,62	-325,47%
<i>Net Income Margin (%)</i>							
EBITDA Margin (%)	7,09%	-0,99%	-94,57%	-18,98%	-13,60%	28,36	-213,91%
<i>EBITDA Margin (%)</i>							
Labanya Bersih Terhadap Ekuitas (%)	3,09%	-71,93%	161,84%	35,25%	20,30%	-42,41	45,76%
<i>Net Profit (Loss) to Equity (%)</i>							
Labanya Bersih Terhadap Aset (%)	0,33%	-5,82%	-31,39%	-12,81%	-9,08%	29,11	-294,52%
<i>Net Profit (Loss) to Assets (%)</i>							
Rasio Lancar (%)	67,98%	55,37%	59,44%	52,34%	43,87%	-16,18	-8,39%
<i>Current Ratio (%)</i>							
Liabilitas Terhadap Ekuitas (%)	845,94%	1135,02%	-615,63%	-375,13%	-323,52%	13,76	-182,51%
<i>Liabilities to Equity (%)</i>							
Liabilitas Terhadap Aset (%)	89,43%	91,90%	119,39%	136,35%	144,74%	6,16	10,11%
<i>Liabilities to Assets (%)</i>							

Laporan Posisi Keuangan Konsolidasian

Consolidated Statements of Financial Position

Posisi Aset, Liabilitas, dan Ekuitas PT INTI (Persero) Tahun 2021 adalah sebagai berikut:

The position of PT INTI (Persero) Assets, Liabilities and Equity in 2021 is as follows:

Dalam Rp. Juta
in Million Rupiah

Uraian Description	RKAP Corporate Work Plan and Budget 2021	Realisasi Audited Realization Audited 2021	Realisasi Audited Realization Audited 2020	% Pencapaian terhadap RKAP Tahun 2021 Achievement of Corporate Work Plan and Budget Year 2021	% Pertumbuhan Growth (YoY)
1	2	3	4	5 = 3/2	6 = (3-4)/4
ASET					
Asset					
I Aset Lancar					
<i>Current Assets</i>					
1 Kas dan bank <i>Cash on hand and in banks</i>	33.615,33	37.861,41	88.012,27	112,63	(56,98)
2 Piutang usaha <i>Accounts receivable</i>	173.640,84	103.056,00	31.475,26	59,35	227,42
3 Piutang lain-lain <i>Other receivables</i>	-	2.810,42	3.456,44	-	(18,69)
4 Persediaan <i>Inventories</i>	149.149,85	145.385,17	156.618,59	97,48	(7,17)
5 Pajak dibayar dimuka <i>Prepaid taxes</i>	91.171,36	8.501,62	47.495,47	9,32	(82,10)
5 Biaya dibayar di muka dan uang muka <i>Prepaid expense and advance</i>	4.819,41	2.543,98	1.510,03	52,79	68,47
7 Other current financial assets <i>Other Current Financial Assets</i>	3.785,04	-	-	-	-
Total Aset Lancar <i>Total Current Assets</i>	456.181,83	300.158,60	328.568,06	65,80	(8,65)
II Aset Tidak Lancar					
<i>Non-Current Assets</i>					
1 Aset Tetap <i>Fixed assets</i>	9.109,00	771.110,63	773.942,42	8.465,37	(0,37)
2 Investasi pada entitas asosiasi <i>Investment in associates</i>	8.152,15	-	-	-	-
3 Investasi pada instrument keuangan <i>Investment in financial instrument</i>	-	-	-	-	-
4 Properti investasi <i>Investment properties</i>	-	58.873,13	58.897,45	-	-
5 Aset tidak berwujud <i>Intangible assets</i>	2.408,69	12.920,66	13.427,95	536,42	(3,78)
6 Aset pajak tangguhan <i>Deferred tax assets</i>	69.596,37	60.869,30	59.786,59	87,46	1,81
7 Aset hak guna <i>Right of use assets</i>	-	632,89	1.898,66	-	(66,67)
8 Aset lain-lain <i>Other assets</i>	18.463,48	189,55	106,08	1,03	78,69

Analisis dan Diskusi Manajemen

Management Discussion and Analysis

Total Aset Tidak Lancar <i>Total Non-Current Assets</i>	107.729,70	904.596,15	908.059,15	839,69	(0,38)
Total Aset <i>Total Assets</i>	563.911,53	1.204.754,75	1.236.627,21	213,64	(2,58)
LIABILITAS DAN EKUITAS <i>Liabilities and Equity</i>					
I Liabilitas Jangka Pendek <i>Short-Term Liabilities</i>					
1 Utang usaha <i>Accounts payables</i>	148.829,76	345.066,89	420.153,06	231,85	(17,87)
2 Beban akrual <i>Accrued Expenses</i>	56.569,42	163.052,24	69.095,36	288,23	135,98
3 Utang bank <i>Bank loans</i>	1.469,20	42.930,92	15.513,36	2.922,06	176,74
4 Utang lembaga keuangan non-bank <i>Financial institutions loans</i>	118.194,72	7.779,98	5.269,74	6,58	47,64
5 Utang pajak <i>Tax payables</i>	33.235,23	29.480,17	19.212,51	88,70	53,44
6 Imbalan Paska Kerja Jangka Pendek <i>Short term post employment benefit plans</i>	13.441,40	-	-	-	-
7 Liabilitas sewa <i>Lease liabilities</i>	-	3.061,03	2.401,15	-	27,48
8 Liabilitas keuangan jangka pendek lainnya <i>Other current financial liabilities</i>	53.151,88	92.879,83	96.150,23	174,74	(3,40)
Total Liabilitas Jangka Pendek <i>Total Short-Term Liabilities</i>	424.891,61	684.251,07	627.795,41	161,04	8,99
II Liabilitas Jangka Panjang <i>Long-Term Liabilities</i>					
1 Utang usaha <i>Accounts payable</i>	13.957,75	-	-	-	-
2 Utang bank <i>Bank loans</i>	88.017,82	818.560,57	843.560,71	929,99	(2,96)
3 Utang lembaga keuangan non-bank <i>Financial institutions loans</i>	186.590,00	-	-	-	-
4 Liabilitas imbalan kerja <i>Employee benefit liabilities</i>	122.035,50	131.408,95	145.641,15	107,68	(9,77)
5 Liabilitas sewa <i>Lease liability</i>	-	-	659,88	-	(100,00)
6 Utang bunga bank <i>Accrued interest payable</i>	52.583,44	109.533,12	68.446,88	208,30	60,03
Total Liabilitas Jangka Panjang <i>Total Long-Term Liabilities</i>	463.184,51	1.059.502,64	1.058.308,63	228,74	0,11
Total Liabilitas <i>Total Liability</i>	888.076,12	1.743.753,71	1.686.104,04	196,35	3,42
III Ekuitas yang dapat diatribusikan kepada pemilik perusahaan: <i>Equity attributable to owner of the parent entity:</i>					
1 Modal dasar <i>Authorized capital</i>	1.000.000,00	1.000.000,00	1.000.000,00	100,00	-
2 Modal belum ditempatkan <i>Unpaid capital</i>	(650.000,00)	(650.000,00)	(650.000,00)	100,00	-
Modal saham <i>Capital stock</i>	350.000,00	350.000,00	350.000,00	100,00	-
3 Tambahan modal disetor <i>Additional paid in capital</i>	1.229,19	1.229,19	1.229,19	100,00	-
4 Tambahan modal debt to equity swap <i>Debt to equity swap</i>	146.883,85	-	-	-	-
Saldo laba <i>Retained earnings</i>					
Telah ditentukan penggunaannya: <i>Appropriated:</i>					

5	Cadangan umum <i>General reserves</i>	76.951,54	76.951,54	76.951,54	100,00	-
6	Cadangan tujuan <i>Specific reserves</i>	11.542,72	11.542,72	11.542,72	100,00	-
	Belum ditentukan penggunaannya: <i>Unappropriated:</i>					
7	Saldo laba (rugi) tahun lalu <i>Last year's profit (loss)</i>	(1.562.314,60)	(1.614.495,35)	(1.460.595,93)	96,66	(10,54)
8	Saldo laba (rugi) tahun berjalan <i>Profit (loss) for the year</i>	(83.986,76)	(108.964,32)	(153.899,42)	70,26	29,20
	Jumlah saldo laba <i>Total retained earnings</i>	(1.557.807,11)	(1.634.965,41)	(1.526.001,09)	95,05	(7,14)
	Modal saham dan saldo laba <i>Capital stock and retained earnings</i>	(1.059.694,07)	(1.283.736,23)	(1.174.771,91)	78,86	(9,28)
9	Komponen Ekuitas lainnya : <i>Other equity components :</i>					
	• Selisih revaluasi aset <i>Asset revaluation difference</i>	802.524,61	802.524,61	802.524,61	100,00	-
	• Keuntungan (kerugian) aktuarial program manfaat pensiun <i>Gain (loss) of pension benefit program actuary</i>	(65.480,61)	(53.385,13)	(73.287,40)	118,47	27,16
	Jumlah Ekuitas lainnya <i>Total other equity</i>	737.044,00	749.139,48	729.237,21	101,64	2,73
	Ekuitas yang dapat diatribusikan kepada pemilik perusahaan <i>Equity attributable to owner of the parent entity</i>	(322.650,07)	(534.596,74)	(445.534,70)	34,31	(19,99)
	Kepentingan non pengendali <i>Non-controlling interests</i>	(1.514,52)	(4.402,21)	(3.942,13)	(90,67)	(11,67)
	Total Ekuitas <i>Total Equity</i>	(324.164,59)	(538.998,96)	(449.476,83)	33,73	(19,92)
	Total Liabilitas Dan Ekuitas <i>Total of Liabilities and Equities</i>	563.911,53	1.204.754,75	1.236.627,21	213,64	(2,58)

Laporan Arus Kas Konsolidasian

Consolidated Statement of Cash Flows

Arus Kas Konsolidasi tahun 2021 positif sebesar Rp 37,86 miliar dengan rincian sebagai berikut:

Consolidated Cash Flow in 2021 was positive at Rp 37,86 billion with the following details:

Dalam Rp. Juta
in Million Rupiah

Uraian Description	RKAP Revisi Revised Corporate Work Plan and Budget 2021	Realisasi Audited Realization Audited 2021	Realisasi Audited Realization Audited 2020	% Pencapaian Terhadap RKAP Tahun 2021 Achievement of Corporate Work Plan and Budget Year 2021	% Pertumbuhan Growth (YoY)
1	2	3	4	5 = 3/2	7 = (3-4)/4
Arus Kas Dari Aktivitas Operasi Cash Flow From Operating Activities					
Penerimaan dari Pelanggan Receipt from Customers	712.277,26	344.248,45	445.144,11	48,33	(22,67)
Penerimaan Bunga Jasa Giro Interest Income from Current Account	21,67	264,80	226,96	1.221,85	16,67
Penerimaan Lainnya Other Receipts	-	34.151,74	22.104,44	-	-
Pembayaran kepada Pemasok dan Beban Operasional Cash Paid to Suppliers and Operational Expenses	(693.982,23)	(330.511,95)	(341.069,53)	47,63	3,10
Pembayaran kepada Karyawan Cash Paid for Employees	(180.082,53)	(58.981,67)	(52.795,68)	32,75	(11,72)
Pembayaran Beban Pendanaan Cash Paid for Financing Expenses	(42.359,80)	(9.238,25)	(11.482,70)	21,81	19,55
Pembayaran Pajak Penghasilan Corporate Income Tax Paid	(186.646,98)	(31.266,60)	(36.876,33)	16,75	15,21
Arus Kas Bersih Diperoleh dari/ (Digunakan untuk) Aktivitas Operasi Net Cash Flow Provided by/ (Used in) Operating Activities	(390.772,61)	(51.333,49)	25.251,25	186,86	(303,29)
Arus Kas Dari Aktivitas Investasi Cash Flow From Investment Activities					
Perolehan Aset Tetap Purchase of Fixed Assets	(15.001,56)	(530,91)	(229,35)	3,54	(131,49)
Perolehan Aset Tak Berwujud Purchase of Intangible Assets	(3.886,41)	(1.084,02)	(316,53)	27,89	(242,47)
Penjualan Aset Tetap Sales of Fixed Assets	938.817,22	367,00	118,00	0,04	211,02
Arus Kas Bersih Diperoleh dari/ (Digunakan untuk) Aktivitas Investasi Net Cash Flow Provided by/ (Used in) Investing Activities	919.929,25	(1.247,93)	(427,88)	(0,14)	(191,65)
Arus Kas Dari Aktivitas Pendanaan Cash Flow From Funding Activities					
Penerimaan Utang Bank Cash Received from Bank Loan	-	460,84	25.611,80	-	(98,20)
Penerimaan Pinjaman Lembaga Keuangan Non-Bank Cash Received from Financial Institution Loan	457.382,61	4.355,00	-	0,95	-
Pembayaran Liabilitas Sewa Payment of Lease Liability	-	-	(103,41)	-	100,00

Pembayaran Utang Bank <i>Payment for Bank Loan</i>	(822.206,69)	(500,76)	(13.830,72)	0,06	96,38
Pembayaran Pinjaman Lembaga Keuangan Non-Bank <i>Payment for Financial Institution Loan</i>	(178.376,86)	(1.885,47)	(23.200,91)	1,06	91,87
Arus Kas Bersih Diperoleh dari/ (Digunakan untuk) Aktivitas Pendanaan <i>Net Cash Flow Provided by/ (Used in) Financing Activities</i>	(543.200,94)	2.429,61	(11.523,24)	200,45	121,08
Kenaikan (Penurunan) Bersih Kas dan Bank <i>Net Increase (Decrease) in Cash on Hand and in Banks</i>	(14.044,30)	(50.151,80)	13.300,13	(157,10)	(477,08)
Keuntungan (Kerugian) Selisih Kurs yang Belum Direalisasi <i>Unrealized Gain (Loss) from Foreign Exchange</i>	-	0,94	1,21	-	(22,32)
Kas dan Bank pada Awal Tahun <i>Cash on Hand and in Banks at Beginning of Year</i>	47.659,63	88.012,27	74.710,93	184,67	17,80
Kas dan Bank Pada Akhir Tahun <i>Cash on Hand And in Banks at Ending of Year</i>	33.615,33	37.861,41	88.012,27	112,63	(56,98)

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 Likuiditas dan Solvabilitas.

Perusahaan senantiasa berusaha agar kemampuan membayar hutang jangka pendek dan jangka panjangnya bernilai positif. Rasio Likuiditas digunakan Perusahaan untuk mengukur kemampuannya dalam melunasi hutang jangka pendeknya.

Sementara itu, Rasio Solvabilitas digunakan perusahaan untuk mengukur kemampuannya dalam melunasi hutang jangka panjang. Rasio Solvabilitas PT INTI (Persero) di tahun 2021 menunjukkan pencapaian yang lebih baik dari tahun sebelumnya. Hal ini dikarenakan kebijakan restrukturisasi hutang yang diambil oleh Perusahaan dan performansi PT INTI (Persero) yang kian membaik.

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 Liquidity and Solvency Ratio.

The company always strives to ensure that its short-term and long-term debt repayment capabilities are positive. Liquidity ratio is used by the Company to measure its ability to pay off its short-term debt.

Meanwhile, the Solvency Ratio is used by the company to measure its ability to pay off long-term debt. The Solvency Ratio of PT INTI (Persero) in 2021 showed a better achievement than the previous year. This is due to the debt restructuring policy taken by the Company and the PT INTI (Persero)'s performance is getting better.

Uraian Description	Realisasi Realization 2021	RKAP Company Work Plan and Budget 2021	Realisasi Realization 2020
LIKUIDITAS			
Cash Ratio (%)	5,5	7,9	9,1
Current Ratio (%)	43,9	107,4	58,9
SOLVABILITAS			
Asset to Debt Ratio (%)	69,1	0,8	83,8
Debt to Equity Ratio (%)	(323,5)	(637,9)	(618,7)

Tingkat Kolektibilitas Piutang

Receivables Collectibility

Kolektibilitas Piutang Usaha dan Piutang Lain-Lain ditinjau secara berkala. Piutang yang diketahui tidak tertagih, selalu terus diupayakan penagihannya sampai kepada langkah-langkah yang diperlukan.

Kesulitan keuangan signifikan yang dialami debitur, kemungkinan debitur dinyatakan pailit, melakukan reorganisasi keuangan dan gagal bayar, atau menunggak pembayaran merupakan indikator yang dianggap dapat menunjukkan adanya penurunan nilai piutang.

Collectibility of Accounts Receivable and Other Receivables is reviewed periodically. Receivables that are known to be uncollectible, always strive for collection to the required steps.

Significant financial difficulties experienced by the debtor, the possibility of the debtor being declared bankrupt, carrying out financial reorganization and defaulting, or arrears in payments is an indicator that is considered to indicate a decrease in the value of receivables.

Uraian Description	Realisasi Realization 2021	RKAP Company Work Plan and Budget 2021	Realisasi Realization 2020
Collection Periods (Hari/Days)	101,2	89,7	26,9

Target Perusahaan di Awal Tahun 2021 Dibandingkan Realisasi Tahun 2021

Company Targets in Early 2021 Compared to Realization in 2021

Pemasaran

Marketing

Kontrak Penjualan

Perolehan kontrak konsolidasi tahun 2021 adalah sebesar Rp311,07 miliar dengan rincian sebagai berikut:

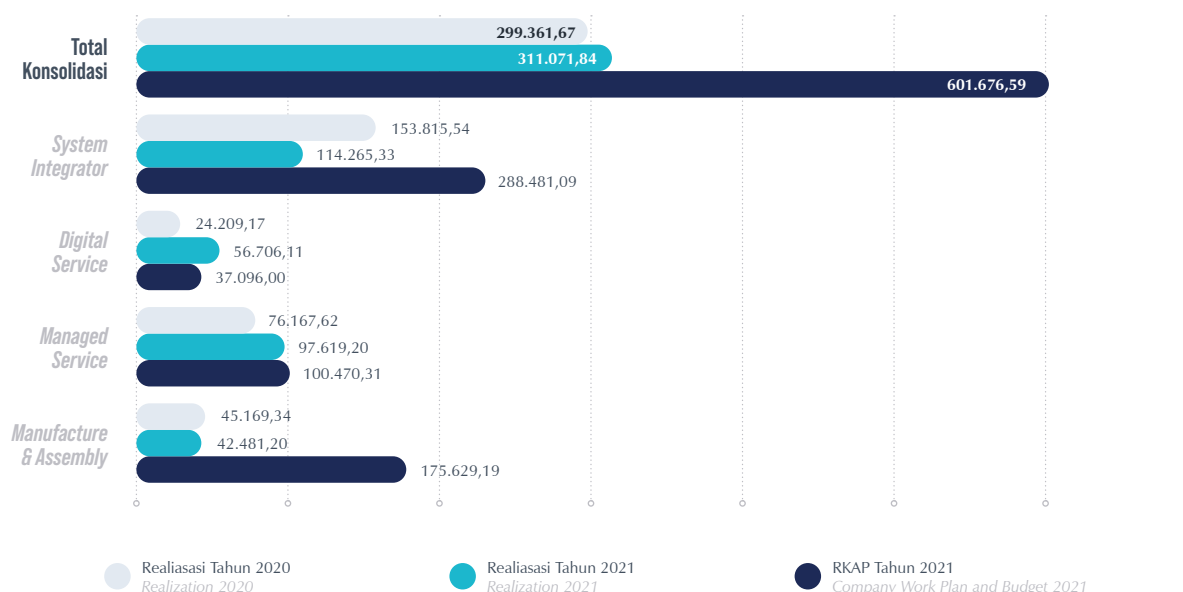
Sales Contract

Various efforts have been and will be taken by the Management to continue to overcome the problems that exist in the Compa

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	RKAP Company Work Plan and Budget 2021	Realisasi Realization 2021	Realisasi Realization 2020	% Pencapaian Achievement	% Pertumbuhan Growth
1	2	3	4	5= 3/2	6= (3-4)/4
Manufacture & Assembly	175.629,19	42.481,20	45.169,34	24,19	(5,95)
Managed Services	100.470,31	97.619,20	76.167,62	97,16	28,16
Digital Services	37.096,00	56.706,11	24.209,17	152,86	134,23
System Integrator	288.481,09	114.265,33	153.815,54	39,61	(25,71)
Total Konsolidasi	601.676,59	311.071,84	299.361,67	51,70	3,91

Kontrak Tahun 2021



Perolehan Kontrak Penjualan Konsolidasi Perusahaan

Berikut adalah rincian realisasi perolehan Kontrak Penjualan Konsolidasi tahun 2021:

Acquisition of the Company's Consolidated Sales Contract

The following are the details of the realization of the acquisition of Consolidated Sales Contracts in 2021:

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	RKAP Company Work Plan and Budget 2021	Realisasi Realization 2021 Audited	Realisasi Realization 2020 Audited	% Pencapaian Achievement	% Pertumbuhan Growth
1	2	3	4	5 = 3/2	6 = (3-4)/4
Manufacture & Assembly	175.629,19	42.481,20	45.169,34	24,19	(5,95)
Defense	3.000,00	-	-	-	-
ISE-R	3.000,00	-	-	-	-
Enterprise	33.008,00	21.715,83	1.917,90	65,79	1.032,27
AFIS	2.500,00	-	-	-	-
Kiosk	4.680,00	-	-	-	-
Qr Edc	5.126,00	-	-	-	-
KTP-EI Reader	9.947,00	4.301,95	142,10	43,25	2.927,41
Lampu Led	-	-	9,14	-	(100,00)
Metal	-	-	428,58	-	(100,00)
Mpos	10.755,00	56,89	934,50	0,53	(93,91)
Optimalisasi Material	-	5.754,46	24,18	-	23.696,66
Plastik	-	-	361,35	-	(100,00)
Repair & Refurbish	-	-	18,05	-	(100,00)
Radio Trunking	-	9,09	-	-	-
Material OSP	-	11.593,44	-	-	-
Enterprise Non-Telco	21.131,00	1.461,67	154,32	38,03	(281,21)
Samcard	-	-	13,30	-	(100,00)
Metal	17.684,00	110,00	92,60	0,62	18,79
Plastik	3.447,00	1.289,59	-	37,41	-
KTP Reader	-	-	47,32	-	(100,00)
Repair & Refurbish	-	-	1,10	-	(100,00)
Niaga	-	62,09	-	-	-
Government	4.500,00	42,50	24,29	0,94	74,97
I-SLC	4.500,00	-	-	-	-
KTP-EI Reader	-	42,50	-	-	-
Samcard	-	-	24,29	-	(100,00)
Telco (Telkom Group)	113.990,19	15.190,81	-	13,27	-
Material OSP	113.990,19	15.124,61	-	13,27	-
Mini UPS	-	66,20	-	-	-
Telco	-	4.070,38	43.058,01	-	(90,55)
Mpos	-	-	3.184,00	-	(100,00)
Optimalisasi Material	-	14,40	39.874,01	-	(99,96)
Radio Trunking	-	9,00	-	-	-
OSP	-	4.046,53	-	-	-

Analisis dan Diskusi Manajemen

Management Discussion and Analysis

KTP-EI Reader	-	0,45	-		
Government Non-Defense	-	-	14,82		(100,00)
I-Perisalah	-	-	14,82		(100,00)
Managed Services	100.470,31	97.619,20	76.167,62	97,16	28,16
Defense	1.134,00	-	-	-	
Radio Trunking	1.134,00	-	-	-	
Enterprise	20.490,40	14.725,79	3.389,82	71,87	334,41
Smart Device	2.400,00	-	-	-	
IT System	-	10.690,36	306,54		3.387,45
Maintenance	-	128,94	413,57		(68,82)
Mpos	2.875,00	531,76	-	18,50	
Sewa	95,40	423,46	490,33	443,89	(13,64)
SPMS	-	2.951,26	2.179,39		35,42
Vsat	15.120,00	-	-	-	
Enterprise Non-Telco	750,00	33,00	4.782,72	-	(400,00)
Sewa	-	-	238,17		(100,00)
SPMS	-	-	143,95		(100,00)
IT Sistem	-	-	18,21		(100,00)
SIMRS	750,00	-	-	-	
Mpos	-	33,00	-		
Topo	-	-	4.382,39		(100,00)
Government	19.630,91	19.697,71	14.688,47	99,62	(9,99)
Sewa	-	142,00	92,00		54,35
STM	-	-	181,81		(100,00)
Topo	19.630,91	19.555,71	14.414,66	99,62	35,67
Telco (Telkom Group)	54.512,00	9.649,67	-	17,70	
Repair & Refurbish	42.100,00	408,37	-	0,97	
Maintenance	8.812,00	8.793,12	-	99,79	
Sewa	3.600,00	448,19	-	12,45	
Telco	-	53.513,02	53.048,61	0,88	
Maintenance	-	2.711,89	9.221,89		(70,59)
Managed Service	-	-	591,15		(100,00)
Repair & Refurbish	-	50.801,13	42.100,00		20,67
Sewa	-	-	1.135,57		(100,00)
Government Non-Defense	3.953,00	-	258,00	-	(100,00)
SIMRS	3.953,00	-	-	-	
Sewa	-	-	258,00		(100,00)
Digital Services	37.096,00	56.706,11	24.209,17	152,86	134,23
Enterprise	3.780,00	7,38	6.944,47	0,20	(99,89)
IT System	-	-	1.771,59		(100,00)
E-Voting	-	-	1.531,00		(100,00)
Mpos	-	-	857,50		(100,00)
Plato	-	-	518,50		(100,00)
SID	-	-	2.265,88		(100,00)
Smart Clinic	3.780,00	7,38	-	0,20	

Enterprise Non Telco	150,00	3.383,14	900,00	21,33	(98,53)
KTP-EI Reader	-	13,21	900,00		(98,53)
IT Sistem	150,00	31,99	-	21,33	
E-Voting	-	1.456,12	-		
Plato	-	1.881,82	-		
Government	-	0,40	16.036,51		(100,00)
E-Voting	-	-	337,58		(100,00)
IT System	-	-	11.142,94		(100,00)
IT Software	-	-	2.588,18		(100,00)
SIMRS	-	-	1.786,00		(100,00)
STM	-	-	181,81		(100,00)
Siplah	-	0,40	-		
Government Non-Defense	33.166,00	53.315,19	-	352,97	-
IT System	15.100,00	53.297,92	-	352,97	
KTP-EI Reader	-	17,27	-		
E-Voting	7.140,00	-	-	-	
Telco	-	-	328,18		(100,00)
IT System	-	-	328,18		(100,00)
System Integrator	288.481,09	114.265,33	153.815,54	39,61	(25,71)
Defense	3.500,00	-	-	-	
Antenna	3.500,00	-	-	-	
Enterprise	21.250,00	665,02	69.860,67	3,13	(99,05)
Aktivasi Pelanggan	-	-	82,81		(100,00)
KTP-EI Reader	-	-	811,82		(100,00)
Jasa Lain	-	446,23	830,94		(46,30)
Konverter Kit	-	-	43.808,36		(100,00)
NI TI	-	145,24	223,63		(35,05)
Optimalisasi Material	-	39,24	574,82		(93,17)
OSP	11.250,00	34,29	4.208,69	0,30	(99,19)
Pelolosan	10.000,00	-	-	-	
PLTS	-	-	17.961,60		(100,00)
Sacme	-	-	1.358,01		(100,00)
Enterprise Non Telco	18.722,00	6.219,38	530,83		(100,00)
NI TI	-	-	36,75		(100,00)
IT Solution	2.000,00	-	-	-	
IT System	-	443,44	-		
Relocation Server	900,00	-	-	-	
OSP	3.000,00	3.072,13	367,83	102,40	735,20
Sacme	4.992,00	1.082,86	-	21,69	
Niaga	-	695,21	-		
Metal	-	925,74	8,72		10.512,00
Jasa Lain	7.830,00	-	117,52	-	(100,00)
Government	47.509,09	-	336,67	-	(100,00)
KTP-EI Reader	-	-	25,50		(100,00)
PLTS	47.509,09	-	-	-	
Topo	-	-	311,17		(100,00)

Analisis dan Diskusi Manajemen

Management Discussion and Analysis

Government Non Defense	1.000,00	-	-	-	-
Infrastruktur IT	1.000,00	-	-	-	-
Telco (Telkom Group)	196.500,00	107.342,48	-	54,63	
FOC	5.000,00	-	-	-	
OSP	160.000,00	106.354,98	-	66,47	
Mpos	1.500,00	987,50	-	65,83	
Tower & Power Solution	30.000,00	-	-	-	
Telco	-	38,47	83.087,37		(99,95)
Aktivasi Pelanggan	-	-	55,08		(100,00)
OSP	-	38,47	53.167,97		(99,93)
Optimalisasi Material	-	-	748,34		(100,00)
Pelolosan	-	-	29.115,98		(100,00)
Grand Total	601.676,59	311.071,84	299.361,67	51,70	3,91

Penjualan

Realisasi Penjualan Konsolidasi tahun 2021 sebesar Rp371,73 miliar dengan rincian sebagai berikut:

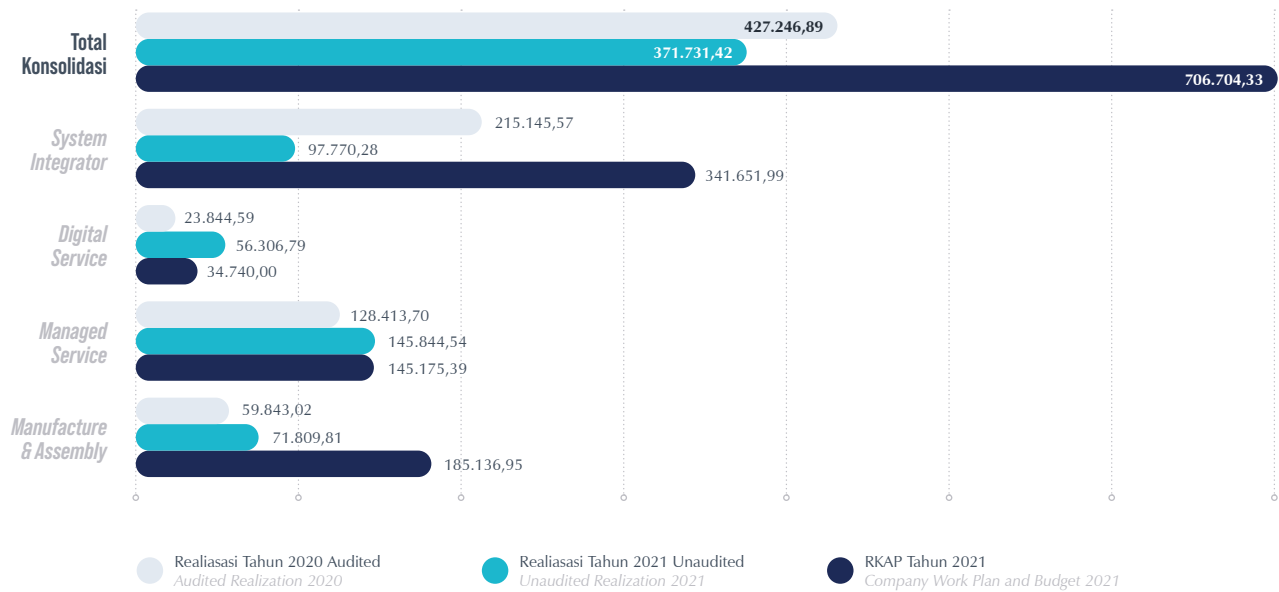
Sales

Realization of Consolidated Sales in 2021 amounted to Rp371,73 billion with the following details:

Dalam Rp. Juta
in Million Rupiah

Lini Bisnis Business Line	RKAP Company Work Plan and Budget 2021	Realisasi Realization 2021 Audited	Realisasi Realization 2020 Audited	% Pencapaian Achievement	% Pertumbuhan Growth
1	2	3	4	5 = 3/2	6 = (3-4)/4
Manufacture & Assembly	185.136,95	71.809,81	59.843,02	38,79	20,00
Managed Services	145.175,39	145.844,54	128.413,70	100,46	13,57
Digital Services	34.740,00	56.306,79	23.844,59	162,08	136,14
System Integrator	341.651,99	97.770,28	215.145,57	28,62	(54,56)
Total Konsolidasi	706.704,33	371.731,42	427.246,89	52,60	(12,99)

Penjualan Tahun 2021



Penjualan Konsolidasi Perusahaan

Berikut adalah rincian Penjualan Konsolidasi Tahun 2021:

Company Consolidated Sales

Here are the details of the Consolidated Sales 2021:

Dalam Juta Rupiah
In Million Rupiah

Lini Bisnis Business Line	RKAP Company Work Plan and Budget 2021	Realisasi Realization 2021 Audited	Realisasi Realization 2020 Audited	% Pencapaian Achievement	% Pertumbuhan Growth
1	2	3	4	5 = 3/2	6 = (3-4)/4
Manufacture & Assembly	185.137	71.810	59.843	38,79	20,00
Defense	3.000,00	-	-	-	-
ISE-R	3.000,00	-	-	-	-
Enterprise	51.018	17.585	18.244	34,47	(3,61)
AFIS	2.500	-	-	-	-
Kiosk	4.680	-	-	-	-
Qr EDC	5.126	-	-	-	-
Antenna	-	-	274	-	(100,00)
E-Kiosk	-	-	23	-	(100,00)
Genset	-	-	1.349	-	(100,00)
KTP El Reader	27.611	1.202	12.638	4,35	(90,49)
Lampu Led	-	-	9	-	(100,00)
Metal	-	-	831	-	(100,00)
Mpos	10.755	44	540	0,41	(91,78)
Optimalisasi Material	346	5.067	370	1.464,19	1.268,56
Plastik	-	-	2.191	-	(100,00)
Repair & Refurbish	-	-	18	-	(100,00)
Material OSP	-	11.272	-	-	-

Analisis dan Diskusi Manajemen

Management Discussion and Analysis

Enterprise Non-Telco	20.608	955	68	15	2.266
Samcard	-	-	13		(100,00)
Metal	17.161	195	8	1,14	2.465,79
Plastik	3.447	471	-	13,67	
KTP-El Reader	-	-	47		(100,00)
Niaga	-	289	-		
Government	4.500	16	24	0,36	(34,13)
I-SLC	4.500	-	-	-	
KTP El Reader	-	16	-		
Samcard	-	-	24		(100,00)
Telco (Telkom Group)	106.011	25.977	-	17	-
Material OSP	105.990	17.957	-	16,94	
OSP	-	7.955	-		
Mini UPS	-	66	-		
Mpos	21	-	-	-	
Telco	-	27.277	41.492		(34,26)
Mpos	-	-	4.450		(100,00)
Optimalisasi Material	-	-	37.042		(100,00)
Radio Trunking	-	9	-		
OSP	-	27.268	-		
Government Non-Defense	-	-	15		(100)
I-Perisalah	-	-	15		(100,00)
Managed Services	145.175	145.845	128.414	100,46	13,57
Defense	662	-	-	-	
Radio Trunking	662	-	-	-	
Enterprise	31.332	33.595	52.727	107,22	(36,28)
Smart Device	700	-	-	-	
IT System	-	-	307		(100,00)
Maintenance	8.984	10.059	11.826	111,97	(14,94)
Mpos	2.875	522	-	18,16	
Sewa	72	449	466	627,73	(3,72)
Seat Management	9.709	13.043	27.396	134,34	(52,39)
SPMS	-	2.926	2.179		34,27
Vsat	8.992	6.595	10.553	73,34	(37,51)
KTP-El Reader	-	1	-		
Enterprise Non-Telco	750	33	4.759	-	(400)
Sewa	-	-	214		(100,00)
Spms	-	-	144		(100,00)
IT System	-	-	18		(100,00)
SIMRS	750	-	-	-	
Mpos	-	33	-		
Topo	-	-	4.382		(100,00)
Government	19.631	19.838	14.781	100	(54)
Sewa	-	257	234		9,62
STM	-	-	182		(100,00)
Topo	19.631	19.582	14.365	99,75	36,32

Telco (Telkom Group)	88.848	46.694	-	52,56	
Repair & Refurbish	76.697	36.420	-	47,49	
Maintenance	8.551	9.826	-	114,91	
Sewa	3.600	448	-	12,45	
Telco	-	45.684	56.147		(18,64)
Maintenance	-	2.986	9.122		(67,27)
Managed Service	-	-	35.269		(100,00)
Repair & Refurbish	-	42.698	10.630		301,66
Sewa	-	-	1.126		(100,00)
Government Non-Defense	3.953	-	-	-	-
SIMRS	3.953	-	-	-	
Digital Services	34.740	56.307	23.845	162,08	136,14
Enterprise	3.780	208	7.837	5,51	(97,34)
IT Sistem	-	-	1.772		(100,00)
E-Voting	-	-	1.531		(100,00)
MPOS	-	-	858		(100,00)
Plato	-	-	1.411		(100,00)
SID	-	-	2.266		(100,00)
Smart Clinic	3.780	208	-	5,51	
Enterprise Non-Telco	150	2.783	55	21	(100)
e-KTP	-	913	-		
IT sistem	150	32	-	21,33	
e-voting	-	1.456	-		
Plato	-	382	-		
Smart Clinic	-	-	55		(100,00)
Government	-	-	15.625		(100,00)
E-Voting	-	-	337,58		(100,00)
IT Sistem	-	-	11.142,94		(100,00)
IT Software	-	-	2.588,18		(100,00)
SIMRS	-	-	1.174,73		(100,00)
STM	-	-	181,81		(100,00)
Smart Clinic	-	-	200,00		(100,00)
Government Non-Defense	30.810	53.315	-	416	-
Plato	3.356	-	-	-	
ALP Kominfo	3.000	-	-	-	
SPBE Kominfo	4.500	-	-	-	
IT System	12.814	53.298	-	415,94	
KTP-EI Reader	-	17	-		
E-Voting	7.140	-	-	-	
Telco	-	-	328		(100,00)
IT System	-	-	328		(100,00)
System Integrator	341.652	97.770	215.146	28,62	(54,56)
Defense	3.500	-	-	-	-
Antenna	3.500	-	-	-	
Enterprise	26.381	25.669	110.857	97,30	(76,84)

Analisis dan Diskusi Manajemen

Management Discussion and Analysis

Aktivasi Pelanggan	66	-	122	-	(100,00)
KTP-EI Reader	-	-	812	-	(100,00)
Bird Strike	1.129	1.129	21.449	100,00	(94,74)
IT System	387	734	3.333	189,96	(77,97)
Jasa Lain	-	176	767	-	(77,02)
Konverter Kit	-	-	43.808	-	(100,00)
Mini Pop	-	-	491	-	(100,00)
NI TI	126	271	510	215,22	(46,83)
Niaga	-	-	26	-	(100,00)
Optimalisasi Material	-	-	575	-	(100,00)
OSP	13.080	4.884	1.597	37,34	205,92
Pelolosan	10.000	-	-	-	-
PLTS	898	17.730	1.406	1.974,25	1.160,74
Radar	695	695	13.324	100,00	(94,78)
Radio	-	49	21.513	-	(99,77)
Sacme	-	-	888	-	(100,00)
Sindila	-	-	235	-	(100,00)
Enterprise Non-Telco	19.115	3.103	335	-	(100)
NI TI	-	-	58	-	(100,00)
IT Solution	2.000	-	-	-	-
IT System	-	443	-	-	-
Relocation Server	900	-	-	-	-
OSP	3.148	1.151	-	36,56	-
Sacme	5.157	1.505	-	29,19	-
Niaga	-	4	-	-	-
Metal	-	-	9	-	(100,00)
Jasa Lain	7.910	-	268	-	(100,00)
Government	47.509	-	15.850	-	(100,00)
KTP-EI Reader	-	-	26	-	(100,00)
PJU	-	-	15.513	-	(100,00)
PLTS	47.509	-	-	-	-
Topo	-	-	311	-	(100,00)
Government Non-Defense	1.000	-	-	-	-
Infrastruktur IT	1.000	-	-	-	-
Telco (Telkom Group)	244.147	68.772	-	28,17	-
FOC	5.929	556	-	9,38	-
OSP	205.843	67.229	-	32,66	-
Mpos	2.375	988	-	41,58	-
Tower & Power Solution	30.000	-	-	-	-
Telco	-	225	88.105	-	(99,74)
Aktivasi Pelanggan	-	-	29	-	(100,00)
FOC	-	-	5.856	-	(100,00)
OSP	-	225	52.355	-	(99,57)
Optimalisasi Material	-	-	748	-	(100,00)
Pelolosan	-	-	29.116	-	(100,00)
Grand Total	706.704	371.731	427.247	52,60	(12,99)

Saldo Kontrak Penjualan

Saldo Kontrak Penjualan tahun 2021 adalah sebesar Rp495,76 miliar, dengan rincian sebagai berikut:

Sales Contract Balance

The Balance of the Sales Contract for 2021 is Rp495,76 billion, with details as follows:

	Uraian <i>Description</i>	Konsolidasi <i>Consolidation</i>
A	Carry Over Tahun 2020 setelah Amandemen	556.424,31
B	Kontrak 2021 Audited	311.071,84
	Jumlah Kontrak	867.496,15
C	Penjualan Tahun 2021 Audited	371.896,92
D	Penjualan Tahun 2021 setelah Eliminasi Audited	371.731,42
E	Sisa Kontrak s.d. 31-12-2021	495.764,73