

Uraian Tentang Prospek Usaha Perusahaan

Description of The Company's Business Prospects

Bercermin dari evaluasi kinerja tahun 2021, dengan tagline INTI Bangkit, diharapkan tahun 2022 menjadi titik balik kinerja Perseroan ke arah yang lebih baik, melalui 10 Strategi Inisiatif sebagai berikut :

Reflecting on the performance evaluation in 2021, with the tagline INTI Bangkit, it is hoped that 2022 will be a turning point for the Company's performance towards a better direction, through 10 Initiative Strategies as follows:

Strategic Initiatives	Breakdown	Target 2022
SI - 1 The Portfolio Focus - Market Segment Focus	• Portfolio Focus	Sales (Miliar Rp)
	Manufactured & Assembly	140,62
	Managed Service	240,12
	Digital Service	105,19
	System Integrator	215,37
	Total Sales Consolidate	701,30
	• Market Segment	Sales (Miliar Rp)
	Telco	328,21
	Government	206,27
	Enterprise	119,93
Defense	46,90	
Total Sales Consolidate	701,30	
• Portfolio Focus	Sales (Miliar Rp)	
Manufactured & Assembly	181,07	
Managed Service	286,39	
Digital Service	124,75	
System Integrator	178,27	
Total Sales Consolidate	770,48	
• Market Segment	Sales (Miliar Rp)	
Telco	375,64	
Government	220,01	
Enterprise	127,93	

		<i>Defense</i>	46,90
		<i>Total Sales Consolidate</i>	770,48
		• <i>Recurring Revenue</i>	41,00%
SI - 2	<i>Ultimate Customer Development</i>	• <i>Net Promotor Score</i>	30%
		• <i>Pertumbuhan market share Market share growth</i>	10%
SI - 3	<i>Resilience for Strategic Partnership</i>	<i>Jumlah Kerja Sama Operasi Number of Joint Operations</i>	1
		• <i>Kesepakatan penyelesaian Hutang Bank Bank Debt Settlement Agreement</i>	1
		• <i>Pendapatan lain-lain dari optimalisasi aset Other income from asset optimization</i>	6,84
		• <i>Pembayaran hutang jatuh tempo Bank Payment of debt due Bank</i>	100%
		• <i>Pembayaran atas tunggakan bunga (Bank Mandiri) Payment of interest arrears (Bank Mandiri)</i>	100%
SI - 4	<i>Notice for Debt Restructuring & Asset Optimization</i>	• <i>Pembayaran cicilan hutang usaha & hutang lain-lain Payment of accounts payable installments & other debts</i>	1
		• <i>Pinjaman baru untuk modal kerja proyek baru New loan for new project working capital</i>	373,85
		• <i>Debt to Equity Ratio</i>	835,0
		• <i>Dana Talangan Bailout</i>	211,42
		• <i>% Harga Pokok Penjualan per Penjualan % Cost of Goods Sold per Sales</i>	-84,82
		• <i>% Biaya Usaha per Penjualan % Operating Cost per Sales</i>	-11,99
SI - 5	<i>Agile Cost Management</i>	• <i>% EBITDA Margin</i>	9,88
		• <i>% Biaya Bunga % Interest Fee</i>	-10,85
		• <i>% Laba Bersih per Penjualan % Net Profit per Sales</i>	-6,85
		• <i>Entropi Culture Perusahaan (AKHLAK) 26,3%</i>	23%
SI - 6	<i>Rebuild Competency and Corporate Culture</i>	• <i>Employee Engagement skor > 70</i>	75
		• <i>Keterlibatan Karyawan dalam capability academy Employee involvement in capability academy</i>	100%

		<ul style="list-style-type: none"> Investasi pelatihan per karyawan <i>Training investment per employee</i> 	2%
SI - 7	Optimal Parenting Strategy	<ul style="list-style-type: none"> Share penjualan dari Anak Perusahaan <i>Share sales from Subsidiaries</i> 	10,81%
		<ul style="list-style-type: none"> Zero Fraud 	100%
		<ul style="list-style-type: none"> Tidak ada restatement laporan keuangan yang diakibatkan oleh kesalahan pencatatan <i>There is no restatement of financial statements caused by recording errors</i> 	100%
		<ul style="list-style-type: none"> Technology Innovation Initiative 	1
SI - 8	Upgrade Business Process Improvement through Business Technology	<ul style="list-style-type: none"> Kepuasan stakeholder terhadap Technology Innovation <i>Stakeholder satisfaction with Technology Innovation</i> 	80
		<ul style="list-style-type: none"> Readiness Index Zero Fraud 	3,5
		<ul style="list-style-type: none"> IT Maturity Level 	3
		<ul style="list-style-type: none"> Maturity Level 	2,5
SI - 9	Nurturing Integrated ERM	<ul style="list-style-type: none"> GCG Index > 80 	80
		<ul style="list-style-type: none"> Laporan kerugian proyek menuju 0 <i>Project loss report heading to 0</i> 	1
		<ul style="list-style-type: none"> Skor KPKU > 506 	506
		<ul style="list-style-type: none"> Sertifikasi <i>Certification</i> 	100%
SI - 10	Drive Nimble Structure and Business Transformation	<ul style="list-style-type: none"> Transformasi struktur organisasi <i>Organizational structure transformation</i> 	1