

## PT. Sample Indonesia

### ABOUT COMPANY

CRIF Number	ID0000000306
Tradestyle	Sample Indo
NPWP	1.234.57.890 from 31-Mar-2020
Latest Legalization	AHU-AH.XX.XX-XXXXXXX from 14-Nov-2023
Legal Form	Private Limited Liability Company (PT)
Local Legal Form	Limited Liability
Company Status	Active
Company Type	Headquarter
Start Activity Date	01-Jan-2018
Incorporation Date	31-Dec-2014
Employees	1800 Estimated
Activity Code(s)	20860100 Food and Kindred Products - BOTTLED AND CANNED SOFT DRINKS - ICED TEA AND FRUIT DRINKS, BOTTLED AND CANNED

#### Risk Evaluation

Score Tranche	C - Medium Risk
Credit Limit	IDR 24,700,000,000.00

#### ADDRESS & CONTACTS

**Address** Menara Tinggi, 10, Jl Bebas Hambatan, 1, Kav. 70, RT 01 RW 10, Tebet Timur, Tebet, Kota Jakarta Selatan, 12345, DKI Jakarta, Indonesia

**Telephone(s)** +62 21 11223344\*  
+62 21 55667788

**Fax(es)** +62 21 998844556

**Handphone(s)** +62 878998855441

**Email(s)** [xxxx@sampleindonesia.co.id](mailto:xxxx@sampleindonesia.co.id)  
[xxxx@gmail.com](mailto:xxxx@gmail.com)

**Website(s)** [www.sampleindonesia.co.id](http://www.sampleindonesia.co.id)

\* Main contact of the company.

### LOCATIONS

#### Current Location

Type of Occupation	Leased	Premises used as	Office
Location	Central business district	Premises is are proximity to A major road network	

### OTHER COMPANY ADDRESSES

#### Current Addresses

##### Factory

**Address 1** SI Factory, Jl Melati, 1, MM2100, Blok AB, Cibitung, Cikarang Barat, Kab. Bekasi, 17134, Jawa Barat, Indonesia

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### ACTIVITIES

Company Status	Active
Date Activity Start	01-Jan-2018

Code	Description	Activity Level
20860100	Food and Kindred Products - BOTTLED AND CANNED SOFT DRINKS - ICED TEA AND FRUIT DRINKS, BOTTLED AND CANNED	1st
20860101	Food and Kindred Products - BOTTLED AND CANNED SOFT DRINKS - FRUIT DRINKS (LESS THAN 100% JUICE): PACKAGED IN CANS, ETC.	2nd
20860201	Food and Kindred Products - BOTTLED AND CANNED SOFT DRINKS - MINERAL WATER, CARBONATED: PACKAGED IN CANS, BOTTLES, ETC.	3rd
20860202	Food and Kindred Products - BOTTLED AND CANNED SOFT DRINKS - WATER, NATURAL: PACKAGED IN CANS, BOTTLES, ETC.	4th

### LEGAL STRUCTURE AND REGISTRATIONS

Legal Form	Limited Liability		
Local Legal Form	Private Limited Liability Company (PT)		
Valid from	01-Jan-2019	Major Investors Distribution	Domestic invested company

#### Registrations

Registration Type	Registration Number	Issuing Authority	Expiration Date
LEGALIZATION	AHU-AH.XX.XX-XXXXXXX	The Ministry of Law and Human Rights	14-Nov-2023
NPWP	1.234.57.890	The Ministry of Law and Human Rights	31-Mar-2020

### OTHER REGISTRATIONS AND CERTIFICATIONS

Type and Number	Releasing authority	Awarded On	Expired On
Izin BPOM SI214397871	Badan Pengawas Obat dan Makanan (BPOM)	-	-
ISO 9001		-	-
Izin BPOM NE51191305569	Badan Pengawas Obat dan Makanan (BPOM)	-	-

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### CAPITALS

Capital		
Capital Type	Capital Amount	Start Validity Date
Authorized Capital	20,000.00 IDR	01-Jun-2020
Issued Capital	20,000.00 IDR	01-Jun-2020
Paid-up Capital	20,000.00 IDR	01-Jun-2020



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### SIGNIFICANT CHANGES

Formerly registered as PT XXX Indonesia, the Company was established on January 17, 2012, in South Jakarta, with the authorized capital amounted to IDR 45,525 million, which was fully issued and paid-up by XXX Corporation (60.000%), and PT ZZZ Indonesia (40.000%).

On August 22, 2013, the Company signed a deed that contained changes in the composition of the board.

On May 21, 2014, the Company signed a deed with changes to the Board of Directors and Commissioners.

On August 12, 2014, the Company signed a deed with changes to the authorized capital, amounted to IDR 91,050 million, which was fully issued and paid-up by XXX Corporation (60.000 %), and PT ZZZ Indonesia (40.000 %).

On May 19, 2015, the Company signed a deed with changes to the Board of Directors and Commissioners.

On August 6, 2015, the Company signed a deed with changes to the Board of Directors and Commissioners.

On August 27, 2015, the Company signed a deed containing changes in the Company data in the form of reappointment.

On April 14, 2016, the Company signed a deed with changes to the Board of Directors and Commissioners.

On May 10, 2016, the Company signed a deed containing changes to the articles of association covering the purpose and objectives, and activities of the company.

On July 12, 2016, the Company signed a deed with changes to the authorized capital, amounted to IDR 132,063,026,248, which was fully issued and paid-up by XXXXX, Co., Ltd., (51.000%), XXX Corporation (29.400%), and PT ZZZ Indonesia (19.600%).

On October 10, 2016, the Company signed a deed and changed its name to PT XXXXX Indonesia (the Company), without changing its capitalization and shareholder structures.

On December 22, 2016, the Company signed a deed containing changes to the articles of association covering the purpose and objectives, and activities of the Company.

On January 31, 2017, the Company signed a deed with changes to the Board of Directors and Commissioners.

On February 27, 2018, the Company signed a deed with changes to the authorized capital, amounted IDR 186,745,747,736, which was fully issued and paid-up by XXXXX, Co., Ltd., (50.999%), XXX Corporation (37.334%), and PT ZZZ Indonesia (11.667%).

On April 19, 2018, the Company signed a deed containing changes to the articles of association covering the purpose and objectives, and activities of the company.

On April 22, 2019, the Company signed a deed with changes to the Board of Directors and Commissioners.

On March 10, 2020, the Company signed a deed with changes to the authorized capital, which amounted to IDR 241,428,467,698, which was fully issued and paid-up by XXXXX Co., Ltd., (40.09%) and XXX Corporation (59.91%).

From our findings so far, there has been no more change to the latest Company's deed as approved by the Ministry of Law and Human Rights.

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### SHAREHOLDERS

#### Shareholders List

Total no. of Shareholders	2	Total no. of Shares	20
Total Amount of Shares	20,000.00 IDR	Shareholders list start validity date	01-Jun-2020

#### Shareholders

Name	Country	Share Type	Amount per Share	Number	Amount	% *
 Mr Budi Sujaya	Indonesia	Ordinary Shares	1,000.00 IDR	10	10,000.00 IDR	50.00
 Mr Anggi Sujaya	Indonesia	Ordinary Shares	1,000.00 IDR	10	10,000.00 IDR	50.00

\*Due to rounding, the total percentage of shares may slightly differ from 100.

#### Shareholders Details

##### Mr Budi Sujaya

Country	Indonesia	Shareholder Type	Directors & Relatives
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##### Mr Anggi Sujaya

Country	Indonesia	Shareholder Type	Directors & Relatives
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### MANAGEMENT

#### MR BUDI INDRA SUJAYA

Nationality	Indonesia
Corporate Board Director:	Yes
Active in Day to Day Operations:	Yes
Current Title	President Director
	Valid from 01-Jan-2019

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 **BEN GORDON**

Nationality Indonesia

Current Title Commissioner

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 **MR ANGGI SUJAYA**

Nationality Indonesia

Corporate Board Director: Yes

Active in Day to Day Operations: Yes

Current Title Director

Valid from 01-Jan-2019

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 **MR CHRISTIANO RONALDO**

Nationality Portugal

Corporate Board Director: Yes

Active in Day to Day Operations: Yes

Current Title Director

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 **MARRY JANE PARKER**

Nationality Indonesia

Current Title President Commissioner

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### MANAGEMENT ASSESSMENT AND AUTHORIZED SIGNATURES

The Management is deemed to have sufficient experience and industry expertise to manage the subject properly.

Based on our latest database, Mr. XXX is also in :

the Management Board of PT AAA, PT BBB, and PT CCC

the Supervisory Board of PT EEE, PT FFF.

Mr. Y is also in the Supervisory Board of PT ABC, PT DEF, PT GHH, and PT GGG.

As information, Ms. X (Commissioner of the Company) is the daughter of Mr. XYZ –the key figure of Mulia Group, and also the founder of the Company.

No negative issues have been founded so far from management, especially in business malpractice.

Any names on the Management Board of the Company are not found on the PEP (Politically Exposed Person) list check.

Authorized signature(s): The Board of Directors is obliged to obtain approval from a shareholders meeting.

### LITIGATIONS

Search Date	25-Nov-2023	Charges Source	Local district Court - SIPP, Kota Jakarta Pusat, DKI Jakarta
Search Result	Negative		

Search Date	09-Jul-2020	Charges Source	Local district Court - SIPP, Kota Jakarta Pusat, DKI Jakarta
Search Result	Present		

#### Case no.XXXXXXXXXXXXXX - 09-Mar-2019

Defendant Name	Defendat name	Plaintiff Name	Plaintiff Name
Case Status	Valid	Case Type	Court Case
Other Information	The panel of judges decided to grant the claim of the plaintiff partially and sentenced the defendant (the Company) to pay material losses to the plaintiff in the amount of IDR 12,511,554,776.30.		
Case Amount	9,999,999.00 IDR		

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Search Date	09-Jul-2020	Charges Source	Local district Court - SIPP, Kota Jakarta Selatan, DKI Jakarta
Search Result	Present		

Case no. Test-123 - 06-Jun-2020			
Defendant Name	Test Defendant Name	Plaintiff Name	Test Plaintiff Name
Case Status	Valid	Case Type	Court Case
Other Information	The panel of judges decided to grant the claim of the plaintiff partially and sentenced the defendant (the Company) to pay material losses to the plaintiff in the amount of IDR 16,956,554,776.30.		
Case Amount	7,777,777.00 IDR		

Search Date	09-Jul-2020	Charges Source	Supreme Court - Mahkamah Agung, Kota Jakarta Pusat, DKI Jakarta
Search Result	Present		

Case no. test-333 - 06-Jun-2020			
Defendant Name	Defendant Name	Plaintiff Name	Plaintiff Name
Case Status	Valid	Case Type	Court Case
Other Information	The panel of judges decided to grant the claim of the plaintiff partially and sentenced the defendant (the Company) to pay material losses to the plaintiff in the amount of IDR 42,577,554,776.30.		
Case Amount	66,666,666.00 IDR		

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### RELATED COMPANIES

#### Parent

Company Name	PT. Orang Tua Perusahaan	Country	Indonesia
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#### Subsidiaries

Company Name	PT. Subsidiary Sample Indonesia	Country	Indonesia
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#### Affiliates

Company Name	PT. Afiliasi Sample Indonesia	Country	Indonesia
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### EMPLOYEES

#### Last Collection Data

Date of Figure	2023
Total Employees of the company*	1,800

\*: Estimated value

#### Previous Collection Data

Date of Figure	2022
Total Employees of the company*	1,600

\*: Estimated value

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Date of Figure	2021
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Total Employees of the company*	1,467
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\*: Estimated value

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Date of Figure	2020
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Total Employees of the company*	1,325
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\*: Estimated value

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Date of Figure	2019
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Total Employees of the company*	1,300
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\*: Estimated value

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Date of Figure	2018
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Total Employees of the company*	1,200
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\*: Estimated value

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Date of Figure	2017
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Total Employees of the company*	1,000
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\*: Estimated value

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### PRODUCTION INFORMATION

#### Production Details

Product Description	Waters; including mineral and aerated		
HS Code	220210	HS Description	Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured
Actual Production Quantity	530,000,000.00 Bottles		
Actual Period	Per year	Actual Production Start Period	2018
Capacity Production Quantity	1,000,000,000.00 Bottles		
Capacity Period	Per year	Capacity Production Start Period	2018

#### Production Details

Product Description	Juices; mixtures of fruits or vegetables		
HS Code	200990	HS Description	Juices; mixtures of fruits or vegetables, unfermented, not containing added spirit, whether or not containing added sugar or other sweetening matter
Actual Production Quantity	530,000,000.00 Bottles		
Actual Period	Per year	Actual Production Start Period	2018
Capacity Production Quantity	1,000,000,000.00 Bottles		
Capacity Period	Per year	Capacity Production Start Period	2018

### CUSTOMERS

Customers Quantity 2

#### Anugerah Pasifik Indonesia

Crif Number	ID0000005873	Country	Indonesia
Address	JL. KALIANGET NO. 10 BLOK A / 7, Kota Surabaya, Jawa Timur, Indonesia	Customer Type	Financial Institution(s)

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### PT XI Axiata Tbk

Crif Number	ID0000000775	Country	Indonesia
Registration Code	01.345.276.8-092.000 (NPWP)	Address	XL Axiata Tower, Jl. HR. Rasuna Said X-5, Kav. 11-12, Karet Kuningan, Setia Budi, Kota Jakarta Selatan, DKI Jakarta, Indonesia
Telephone(s)	+62 21 5761881	Other Contact(s)	corpsec@xl.co.id EMAIL www.xl.co.id Website
Customer Type	Construction Company(ies)		

## SUPPLIERS

Suppliers Quantity

2

### Sample Supplier 2

Country China

### Sample Supplier

Country Indonesia

## SALES & PURCHASES

### Sales

#### Exports & Sales - 2023

Total Sales Amount IDR 4,500,000,000.00 (Estimated)

The company carries out: Sales to Local Customers, Sales to International Customers

Local Customers Sales 87.00 %

International Customers Sales 13.00 %

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### Exports & Sales - 2022

Total Sales Amount IDR 4,250,000,000.00 (Estimated)

The company carries out: Sales to Local Customers, Sales to International Customers

Local Customers Sales 85.00 %

International Customers Sales 15.00 %

### Exports & Sales - 2021

Total Sales Amount IDR 4,000,000,000.00 (Estimated)

The company carries out: Sales to Local Customers, Sales to International Customers

Local Customers Sales 85.00 %

International Customers Sales 15.00 %

### Exports & Sales - 2020

Total Sales Amount IDR 3,750,000,000.00 (Estimated)

The company carries out: Sales to Local Customers, Sales to International Customers

Local Customers Sales 80.00 %

International Customers Sales 20.00 %

### Exports & Sales - 2019

Total Sales Amount IDR 3,500,000,000.00 (Estimated)

The company carries out: Sales to Local Customers, Sales to International Customers

Local Customers Sales 80.00 %

International Customers Sales 20.00 %

### Exports & Sales - 2018

Total Sales Amount IDR 3,000,000,000.00 (Estimated)

The company carries out: Sales to Local Customers, Sales to International Customers

Local Customers Sales 80.00 %

International Customers Sales 20.00 %

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### Export Countries

Export to	Malaysia	Exports Percentage	50.00 %
Exported Goods (HS Classification)	381231 - Anti-oxidising preparations and other compound stabilisers; for rubber or plastics, mixtures of oligomers of 2,2,4-trimethyl-1,2-dihydroquinoline (TMQ)		

Export to	Singapore	Exports Percentage	50.00 %
Exported Goods (HS Classification)	3812 - Prepared rubber accelerators; compound plasticisers for rubber or plastics, n.e.c. or included; anti-oxidising preparations and other compound stabilisers for rubber or plastics		

### Purchases

The company carries out: Local Purchases, International Purchases

Local purchases	-
International Purchases	-

### Import Countries

Import From	United States of America
Imported Goods (HS Classification)	390421 - Vinyl chloride, other halogenated olefin polymers; non-plasticised poly(vinyl chloride), in primary forms, mixed with other substances

Import From	China
Imported Goods (HS Classification)	903110 - Machines; for balancing mechanical parts

### Sales and Purchases Terms

Credit Type Term	Credit Terms Application	Net Days from	Net Days to
International Purchase	Letter of Credit	-	-
Local Sales	Cash on Delivery	-	-
International Sales	Open Account	-	-

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### OPERATION PERFORMANCE

#### General Information

The Company is a member of the XXX Group that operates in the logistics industry together with other affiliations and subsidiaries or better known as XXX. XXX Group itself is a sub-group of the YYY Group (The Group), engaged in various fields such as agribusiness, manufacturing, trading and services, and mining with more than 60 companies.

As the controlling shareholder of PT ZZZ and PT AAA, the Company is considered to have been able to develop the businesses of its two subsidiaries well. The increasing capital of PT AAA is an indication that the Company can maintain and develop the business of its subsidiaries well. Based on our database, the authorized capital of PT AAA has increased gradually

from IDR 2,000 million in 2004 to IDR 392,125 million in 2020. The increasing capital is followed by real business developments of PT AAA from the time it was established until today.

#### Business Performance

As quoted from its official website, PT AAA has its own facilities, such as 650 units of trucks of various types and sizes, 24 units of vessels, 17 units of tugboats, 100,000-sqm indoor, and 100,000-sqm outdoor storage warehouse. Based on our investigation, the warehouses are managed jointly by PT AAA and its related companies, including the Company. Technically, however, the Company itself does not do much activity in this business. The Company is noted to have at least 70,000-sqm assets on Jl. Raya KM 0, used for the warehousing activities (cargo center), is technically run by its subsidiaries.

Through PT AAA, the Company also owns 50.00% shares in PT BBB, which is a joint venture between PT AAA and FFF Co. Ltd. Not only with FFF Co. Ltd., but The Group has also established partnerships with many credible international companies in the transportation and storage business, Good Logistics (KL) Sdn., Bhd, ABC Logistics Co., Ltd, and JKL Logistics Network Limited.

The other subsidiary of the Company, namely PT ZZZ, can also book positive business development. According to ABCDE Excellence News (news published by ABCD Group), PT ZZZ booked significant growth from 2013 to 2015 (their revenue is claimed to increase by 4 times in 2015 compared to 2013)

#### Additional Information

It is stated that from 2017 to 2019, the Company was able to book positive revenue growth. In this on-going 2020, the performance of the Company's subsidiaries is also considered relatively positive. In general, the pandemic has likely reduced the frequency and volume of distribution of goods. The target market of the Company's subsidiaries for their transportation and storage activities is quite varying, such as the automotive sector, fast-moving consumer goods (FMCG), pharmaceuticals sector, and even the agriculture and plantation sectors. Furthermore, the flourishing number of e-commerce transactions and the increasingly intensive digitalization in various fields have made the logistics sector have better business prospects. The variety of the subsidiaries' target market makes the Company (indirectly) able to maintain a stable increase in its income well.

So far, the Company is still optimistic about receiving dividends from its subsidiaries in 2020 and managing its payment manner in a stable. As a company whose main business is holding Company and investment-related activities, the Company is supported by the shareholding, banking, and security brokerage companies. These three types of companies help the Company in managing investments in its subsidiaries optimally.

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### CURRENT INVESTIGATION

On 28-Sep-2022, Susi Sujaya, Director, confirmed all information in this report.

Mode of Interview

Registry and Telephone

### UNABLE TO LOCATE

The company cannot be contacted.

Repeated attempts to locate the subject company on 07-Jul-2020, 08-Jul-2020, 09-Jul-2020 were made in vain.

Source at captioned address reported that the subject moved with no forwarding address.

Source at captioned address declined to provide any information on the subject company.

Source at captioned address has no knowledge of subject company.

Source at captioned address reported no relationship with the subject company.

The subject is not currently inscribed at the local business registration office.

The subject is unknown to local sources and directories.

There is no listing of the subject on the buildings directory list.

The subject name provided is an individual's name who cannot be associated with a local operating company.

The subject is not a legal entity but a calling name for a group companies.

The address provided is invalid.

The address provided is a residential address.

The given address is incomplete.

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The local telephone company in Indonesia reported no listing for the subject.

The contact number provided is not in service.

The contact number provided is not published.

No response to the contact number provided.

The contact number provided is continuously engaged.

Correspondences have been sent to the company's email address(es). However, no reply has been received from the subject as of today.

The company's website address was not located via an internet search conducted.

### BUSINESS EVENTS

Date	<b>01-Jun-2020</b>
Event	Acquisition of
Counterpart(s)	The subject company acquiring some companies

Date	<b>01-Jan-2020</b>
Event	Merger
Legal Form	Limited Liability
Local Legal Form	Private Limited Liability Company (PT)
Counterpart(s)	PT. Toko Sebelah

Date	<b>01-Jan-2019</b>
Event	Acquisition by
Legal Form	Limited Liability
Local Legal Form	Private Limited Liability Company (PT)
Counterpart(s)	PT XYZ

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### FINANCIAL INFORMATION

#### Fiscal Financial statements consolidated

#### Balance Sheet

	Fiscal 31-Dec-2022 12 IDR	Fiscal 31-Dec-2023 12 IDR
<b>Assets</b>		
<b>Current Assets</b>		
Cash and Equivalents	16,008,303,771.00	11,435,279,861.00
Other financial assets	1,415,825,533.00	-
Trade receivables	11,187,254,479.00	187,529,953,327.00
Other current assets	6,334,216,811.00	11,155,806,393.00
Inventories	11,688,377,679.00	54,580,103,495.00
<b>Total Current Assets</b>	<b>46,633,978,273.00</b>	<b>264,701,143,076.00</b>
<b>Non Current Assets</b>		
<b>Intangible assets</b>	<b>0.00</b>	<b>36,038,466.00</b>
Other Intangible Assets	-	36,038,466.00
<b>Tangible assets</b>	<b>336,720,112,749.00</b>	<b>730,835,074,800.00</b>
Property, plant and equipment	333,865,441,675.00	720,783,624,800.00
Investment Properties	2,854,671,074.00	10,051,450,000.00
<b>Non current financial assets</b>	<b>4,500,876,932.00</b>	<b>0.00</b>
Equity Investments	2,393,310,342.00	-
Other Financial Assets	2,107,566,590.00	-
Deferred Tax assets	11,922,406,328.00	-

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Other non current assets	4,063,537,695.00	4,452,211,098.00
<b>Total Non Current Assets</b>		
<b>Total Non Current Assets</b>	357,206,933,704.00	735,323,324,364.00
<b>Total Assets</b>	<b>403,840,911,977.00</b>	<b>1,000,024,467,440.00</b>

### Liabilities

<b>Current Liabilities</b>		
Current financial liabilities	13,377,889,558.00	1,198,110,001.00
Current trade payables	14,360,164,195.00	72,259,650,399.00
Other current liabilities	30,490,123,346.00	34,750,373,031.00
<b>Total Current Liabilities</b>		
<b>Total Current Liabilities</b>	58,228,177,099.00	108,208,133,431.00
<b>Non Current Liabilities</b>		
Non current financial liabilities	66,075,000,000.00	1,629,252,866.00
Other non current liabilities	64,650,516,118.00	43,757,695,149.00
<b>Total Non Current Liabilities</b>		
<b>Total Non Current Liabilities</b>	130,725,516,118.00	45,386,948,015.00
<b>Total Liabilities</b>	<b>188,953,693,217.00</b>	<b>153,595,081,446.00</b>

### Liabilities And Equity

<b>Equity</b>		
Shareholders Equity	145,372,933,088.00	787,172,344,775.00
Minorities	69,514,285,672.00	59,257,041,219.00
<b>Total Equity</b>		
<b>Total Equity</b>	214,887,218,760.00	846,429,385,994.00
<b>Total Liabilities And Equity</b>	<b>403,840,911,977.00</b>	<b>1,000,024,467,440.00</b>

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### Profit and Loss

	Fiscal 31-Dec-2022 12 IDR	Fiscal 31-Dec-2023 12 IDR
Revenues	76,511,926,328.00	552,465,600,178.00
Raw materials & consumables	54,393,543,162.00	532,796,742,768.00
Operating costs	40,540,705,361.00	-
Other costs	9,534,794,654.00	23,069,151,410.00
EBITDA	-27,957,116,849.00	-3,400,294,000.00
<b>EBIT</b>	<b>-27,957,116,849.00</b>	<b>-3,400,294,000.00</b>
Interest Income	-	241,580,837.00
Interest Charges	-	277,597,680.00
<b>Net interests</b>	<b>0.00</b>	<b>-36,016,843.00</b>
Extraordinary items and other financial income / (expenses)	-22,400,440,775.00	6,008,882,887.00
<b>Profit Before Taxes</b>	<b>-50,357,557,624.00</b>	<b>2,572,572,044.00</b>
Taxes	-247,323,481.00	-8,127,299,430.00
<b>Net Result</b>	<b>-50,604,881,105.00</b>	<b>-5,554,727,386.00</b>
Net Result Attributable To The Group	-40,628,111,375.00	-6,177,402,331.00
Net Result Attributable To Minorities	-9,976,769,730.00	622,674,945.00

### Ratios <sup>(1)</sup>

	Fiscal 31-Dec-2022 12 IDR	Fiscal 31-Dec-2023 12 IDR
<b>Profitability Ratios</b>		
EBITDA Margin (%)	-36.54	-0.62
Return On Sales (%)	-36.54	-0.62

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Return On Equity (%)	18.53	-0.53
Return On Investment (%)	-6.92	-0.34
<b>Growth Ratios</b>		
Revenues Growth (%)	-	622.06
<b>Leveraging Ratios</b>		
Gross Financial Liabilities/EBITDA (x)	-2.84	-0.83
Total Liabilities/EBITDA (x)	-6.76	-45.17
<b>Coveraging Ratios</b>		
EBITDA/Net Interest (x)	-	-94.41
EBITDA/Interest Charges (x)	-	-12.25
EBIT/Net Interest (x)	-	-94.41
EBIT/Interest Charges (x)	-	-12.25
<b>Liquidity Ratios</b>		
Cash/Total Current Liabilities (%)	27.49	10.57
Cash/Current Financial Liabilities (%)	119.66	954.44
Total Current Asset/Total Current Liabilities (x)	0.80	2.45
(Total Current Asset - Inventories)/Total Current Liabilities (x)	0.60	1.94
<b>Capital Structure Ratios</b>		
Gross Financial Liabilities/Total Equity (x)	0.37	0.00
Net Financial Liabilities/Total Equity (x)	0.30	-0.01

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Total Non Current Asset/Total asset (%)	88.45	73.53
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Total Liabilities/Total Equity (x)	0.88	0.18
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### Efficiency Ratios

Net working Capital/Revenues (%)	11.13	30.74
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Days Sales Outstanding (DSO) (dd)	53.37	123.90
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Days Payables Outstanding (DPO) (dd)	55.21	49.50
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Days Inventories Outstanding (DIO) (dd)	55.76	36.06
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(1) Please, refer to Financial Ratios Glossary in Appendix for further details.

## BANKS

Bank Name	PT. Bank Mandiri (Persero) Tbk
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Bank Name	PT. Bank Resona Perdania
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## INSURANCE

Company Name	PT Indonesia Insurance
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Insured Asset	Building
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Company Name	Badan Penyelenggara Jaminan Sosial (BPJS)
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Insured Asset	Workmen compensation
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Company Name	Badan Penyelenggara Jaminan Sosial (BPJS)
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Insured Asset	Personal liability
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# PT. Sample Indonesia

## HISTORICAL - LEGAL EVENTS

### Changes in Company Name

Present Name *	PT. Sample Indonesia (From 01-Jun-2020)
* Original company name	
Previous Name	Toko Sample Indonesia
Previous Name	CV Sample Indonesia

### Changes in Legal Structure

Current Legal Form	Limited Liability (From 01-Jan-2019)
Local Current Legal Form	Perseroan Terbatas (PT): Private Limited Liability Company (PT) (From 01-Jan-2019)
Previous Legal Form	Partnership (From 01-Jan-2018)
Local Previous Legal Form	Commanditaire Vennootschap (CV) : Limited Partnership (From 01-Jan-2018)
Previous Legal Form	Others
Local Previous Legal Form	Asosiasi : Association

### Changes in Registration Numbers

Current Registration No.	AHU-AH.XX.XX-XXXXXXX
Registration type	LEGALIZATION
Start Validity Date	14-Nov-2023
Issued by	The Ministry of Law and Human Rights
Former Registration No.	AHU-AH.XX.XX-XXXXXXX
Registration type	LEGALIZATION
Start Validity Date	31-Dec-2019
Issued by	The Ministry of Law and Human Rights

# PT. Sample Indonesia

## Changes in Company Address

**Current Address** Menara Tinggi, 10, Jl Bebas Hambatan, 1, Tebet Timur, Tebet, Kota Jakarta Selatan, Kav. 70, RT 01 RW 10, 12345, DKI Jakarta, Indonesia, (From 01-Jan-2019)

**Address Detail** Head Office

**Former Address** 25, Jl Pegangsaan Barat, 3, Gambir, Gambir, Kota Jakarta Pusat, 13324, DKI Jakarta, Indonesia, (From 01-Jun-2020)

**Address Detail** Head Office

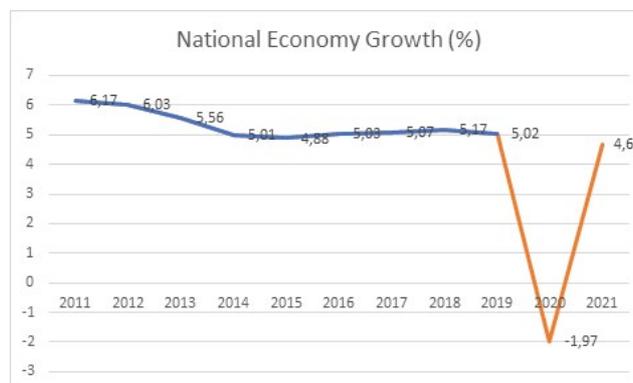
## BUSINESS PROSPECTS

In 2020, Indonesia's economy and even the world are being hit by tremendous obstacles due to the Covid-19 pandemic. The economies of several countries and bilateral cooperation relations are significantly disrupted. The pandemic greatly affects activities related to large and moving personnel or communities.

Based on the average growth until Q3/2020, PT VISI predicts that in 2020 it will experience an increase of -1.97%. This figure is based on Indonesia's average economic growth up to the 3rd quarter of 2020 and various constraints in the previous year and was exacerbated by the pandemic Covid-19.

As the solving of the COVID-19 pandemic improves, business potential is expected to return to normal, and the economy will increase sharply. Based on this, PT VISI predicts that economic growth will increase to 4.69 in 2021. The estimated figure will still lower than in 2019 before the pandemic because there is still a recovery process in several areas caused by the pandemic.

**Graphic 1 National Economy Growth 2011- 2021**

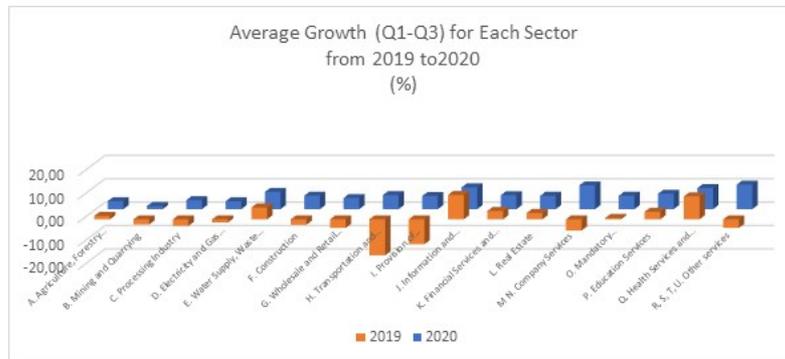


**Sources: Secondary Data from Central Statistics Bureau of Indonesia and reprocessed by PT VISI**

The chart below is the information regarding the impact experienced by the industrial sector in Indonesia:

## PT. Sample Indonesia

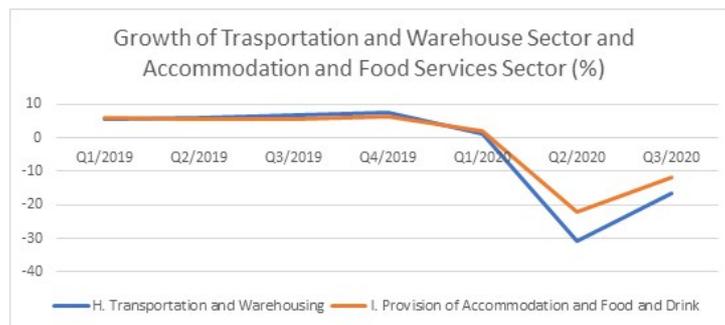
**Graphic 2 Average Growth (Q1-Q3) for Each Sector from 2019 to 2020**



Sources: Secondary Data from Statistics Indonesia (BPS) and reprocessed by PT VISI

The two (2) sectors have been greatly affected by the pandemic, namely the transportation and warehousing sectors with the accommodation and food providers sector. In 2019, the average growth for these sectors was 6% and 5.6%. However, after the pandemic, in 2020, there was a very significant average decline to -15.4% and -10.64%. These sectors are considered the most affected sectors because of the large human interaction level in their operations.

**Graphic 2 Average Growth (Q1-Q3) for Each Sector from 2019 to 2020**



Sources: Secondary Data from Statistics Indonesia (BPS) and reprocessed by PT VISI

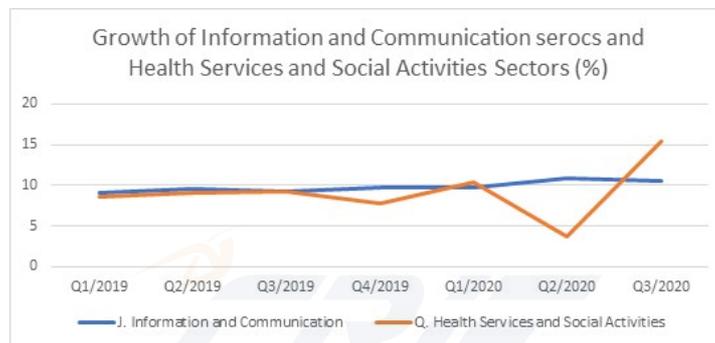
Based on Statistics Indonesia (BPS) data, in early 2020, there was a decline in growth from the transportation and warehousing sector, the accommodation and food supply industry in Q1/2020, by -4.16 and -3.92 or to 1.29% and 1.95%. It does not stop there; the Large-Scale Social Restrictions (PSBB) regulation causes both sectors' economies to decline sharply because most of their operations cannot be carried out. The two (2) industries experienced a more severe decline, by -36.68 and -27.55 or -30.8% and 22.02%. Lack of preparation for this pandemic condition has made them fall even more painful than it should have been, fortunately, along with the adaptation to this and the existence of regulations that allow the supporting sectors amid the pandemic to continue operating, in the next quarter, the condition starts to improve, especially for the food supply sector. With an alternative to selling online, it becomes a promising business

## PT. Sample Indonesia

potential. Not only to overcome conditions during a pandemic but also to provide new business methods in the future. It does not close that the sector is still experiencing a decline, but there are positive changes to grow. Although not as extreme as the two sectors, other sectors also experienced a decrease in average growth amid the pandemic conditions.

Based on the graphic of average growth above, only two (2) sectors have produced average positive change amid the COVID-19 pandemic, namely the information and communication industry and the health and social activities services sector.

**Graphic 2 Average Growth (Q1-Q3) for Each Sector from 2019 to 2020**



Sources: Secondary Data from Statistics Indonesia (BPS) and reprocessed by PT VISI

By entering 2020, there is an increase in the information and communication sector's growth and the health and social activities service sector in Q1/2020, namely 0.74 and 1.75 or to 9.8% and 10.39%.

The information and communication sector has a significant role and a solution to overcome the community's limited movement due to social distancing and physical distancing regulation during the COVID-19 pandemic as it is today. Many businesses and personalities use services from this sector to stay active and communicate well. Based on this, the demand for their services continued to increase and provided positive growth amid the pandemic. In Q2/2020 and Q3/2020, the unresolved pandemic conditions caused the demand to continue to grow, increased by 1.23 and 1.37 or to 10.83% and 10.63%.

Likewise, health services' demand amid a pandemic closely related to health will undoubtedly increase with the service sector's health and social activities. By entering Q2/2020, there was a decline in this sector's growth by -5.42 to 3.71%, due to the lack of operating medical personnel and the scarcity of medical equipment, resulting in limited health services. This scarcity is caused by carrying out health protocols using high medical standard equipment. So that the public widely uses the trade-in equipment that should be used by medical personnel. However, in Q3/2020, there was an increase in growth again by 6.15 to 15.33% after handling these problems.

If this pandemic can be resolved before entering 2021, VISI predicts the economic conditions will recover. Although the recovery will not occur immediately (gradually), business opportunities will still be promising, and economic activity will gradually return to normal.

# PT. Sample Indonesia

## RISK EVALUATION



Score	674
Credit Limit	IDR 24,700,000,000.00
Score Tranche	C - Medium Risk

### Strengths

- The business has a significant size in terms of number of employees.
- No relevant detrimental records or events were found from public sources.
- Business has effective product positioning in the market.

### Weaknesses

- The business is primarily focused on domestic market.
- The company has limited channels for supply.
- The company has geographically confined export business.



## PT. Sample Indonesia

### SCORE GLOSSARY

The CRIF methodology applied to evaluate the risk of a company is a blending of statistical evidences and long standing expertise of the local analysts. The CRIF methodology aims at providing a quantitative estimate of the probability of financial stress outlook of a company in future.

The most relevant data and insights are combined by CRIF to assign a Score that can guide decision takers by providing a transparent and independent evaluation of the risk that reflects the performance and stability of a business entity.

The CRIF Score delivers the following outcomes :

- **Score Tranche:** it can vary from A - Very Low Risk to E - Very High Risk
- **Score:** it can vary from 300 to 890 (lesser the Score, higher the Risk). It precisely reflects the riskiness of the company by showing how the company is positioned compared to the average risk of the Score Tranche
- **Score Factor:** listing of the most relevant factors that have driven the risk assessment by identifying areas of strength and areas of potential improvement
- **Credit Limit:** maximum suggested exposure for commercial transactions

Crif Score	Risk Description	Tranche
771 – HIGH	Very Low Risk	A
681 – 770	Low Risk	B
581 – 680	Medium Risk	C
521 – 580	High Risk	D
LOW – 520	Very High Risk	E

## PT. Sample Indonesia

### APPENDIX

#### Customer service

If you require further information or have any concerns, please contact our Customer Service.

PT VISI GLOBALINDO DATA UTAMA

Jl. Layur Selatan No 17B, Jati, Pulogadung, Jakarta Timur,

13220 Jakarta, Indonesia

Telephone Number: +62 (21) 298-333-49

Email Address: visi.customer-care-jk@crif.com

Inquiries should always contain the below minimum details:

- Full Company Name
- Full Headquarters Address
- Telephone Number
- Business Identification Number
- Contact Name
- Reference
- Order Date



#### Disclaimer & confidentiality

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