

PAPARAN PUBLIK

PT PERSONEL ALIH DAYA TBK (“PERSEROAN”)



PERSADA

Helping Your Business Grow

KODE SAHAM : PADA

Jakarta, 27 Maret 2024



CATATAN

Informasi yang terkandung dalam materi presentasi ini telah diambil dari sumber yang kami anggap dapat dipercaya. Namun, tidak ada dari PT Personel Alih Daya Tbk dan / atau perusahaan afiliasinya dan / atau karyawannya masing-masing membuat pernyataan atau jaminan (tersurat maupun tersirat) atau menerima tanggung jawab atau kewajiban apa pun terkait, atau sehubungan dengan, keakuratan atau kelengkapan informasi dan pendapat yang terkandung dalam laporan ini atau mengenai informasi apa pun yang terkandung dalam laporan ini atau informasi atau opini lainnya yang tetap tidak berubah setelah masalah tersebut.

Kami dengan jelas menolak tanggung jawab atau kewajiban apa pun (secara tersurat maupun tersirat) dari PT Personel Alih Daya Tbk, perusahaan afiliasinya dan karyawan mereka masing-masing dan bagaimana pun yang timbul (termasuk, tanpa batasan untuk klaim, proses, tindakan, tuntutan, kerugian, biaya, kerusakan atau biaya) yang dapat dikenakan atau diderita oleh orang lain sebagai akibat dari bertindak atas dasar seluruh atau sebagian dari isi materi presentasi ini dan baik PT Personel Alih Daya Tbk, perusahaan afiliasinya atau karyawannya masing-masing tidak bertanggung jawab. untuk setiap kesalahan, kelalaian atau salah saji, lalai atau sebaliknya, dalam materi presentasi dan tanggung jawab apa pun sehubungan dengan laporan atau ketidaktepatan di dalamnya atau kelalaian yang mungkin timbul dengan ini dinyatakan tidak diklaim.

Informasi yang terkandung dalam materi presentasi ini tidak dapat diambil sebagai rekomendasi yang dibuat oleh PT Personel Alih Daya Tbk atau orang lain untuk masuk ke dalam perjanjian apapun yang berkaitan dengan investasi yang disebutkan dalam dokumen ini. Materi presentasi ini disiapkan untuk sirkulasi umum. Itu tidak berkaitan dengan orang tertentu yang mungkin menerima materi presentasi ini. Dalam mempertimbangkan setiap investasi Anda harus membuat penilaian independen Anda sendiri dan mencari nasihat keuangan dan hukum profesional Anda sendiri.

DAFTAR ISI



- 01** ➤ Gambaran Umum Perseroan
- 02** ➤ Kinerja Keuangan Perseroan Tahun 2023
- 03** ➤ Strategi dan Rencana Perseroan



GAMBARAN UMUM PERSEROAN

01



GAMBARAN UMUM PERSEROAN (PADA)

Perseroan didirikan dengan nama PT Personel Alih Daya berdasarkan Akta Pendirian Perseroan Terbatas PT Personel Alih Daya No.35 tanggal 21 April 2006, dibuat di hadapan Julius Purnawan, S.H., M.Si., Notaris di Jakarta, yang telah disahkan oleh Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dengan Keputusan No.C-15819 HT.01.01.TH.2006 tanggal 31 Mei 2006, didaftarkan dalam Daftar Perusahaan pada Kantor Pendaftaran Perusahaan Kodya Jakarta Pusat pada tanggal 13 Juni 2006 di bawah No.5988/BH.09.05/VI/2006, dan diumumkan dalam Berita Negara Republik Indonesia No.52 tanggal 30 Juni 2006, Tambahan No.7025.



Anggaran Dasar Perseroan terakhir diubah dengan Akta Pernyataan Keputusan Para Pemegang Saham Sebagai Pengganti Rapat Umum Pemegang Saham Luar Biasa Perseroan Terbatas PT Personel Alih Daya No.218 tanggal 24 Juni 2022, dibuat di hadapan Christina Dwi Utami, S.H., M.Hum., M.Kn., Notaris di Jakarta, yang telah disetujui oleh Menteri Hukum dan Hak Asasi Manusia Republik Indonesia dengan Keputusan No.AHU-0043643.AH.01.02. Tahun 2022 tanggal 27 Juni 2022, diberitahukan kepada Menteri Hukum dan Hak Asasi Manusia Republik Indonesia sebagaimana telah diterima dan dicatat pada tanggal 27 Juni 2022 dengan No.AHU-AH.01.03-0256315, dan didaftarkan dalam Daftar Perseroan No.AHU-0120599.AH.01.11.Tahun 2022 tanggal 27 Juni 2022. Akta Notaris Christina Dwi Utami, S.H., M.Hum., M.Kn., Nomor 59 tanggal 7 Juni 2023 tentang Berita Acara RUPS Luar Biasa; dan Akta Pernyataan Keputusan Rapat (PKR) No.60 tanggal 7 Juni 2023; serta Keputusan Menteri Hukum dan Hak Asasi Manusia Republik Indonesia Nomor AHU-AH.01.03-0076749 tertanggal 13 Juni 2023 tentang Penerimaan Pemberitahuan Perubahan Anggaran Dasar PT Personel Alih Daya Tbk.

Perseroan berkantor pusat di Jl. Kebagusan I No.4, Kelurahan Kebagusan, Kecamatan Pasar Minggu, Kota Administrasi Jakarta Selatan, Provinsi DKI Jakarta.

JEJAK LANGKAH

Mempunyai kerjasama
dengan lebih dari 100
klien.

2012



Strategy fokus Perseroan pada
jasa teknikal

2023



Meraih
sertifikasi ISO
37001:2016

2008



Mulai melakukan
ekspansi pasar
kepada klien-
klien lain.

2015



Meraih sertifikasi ISO 9001:2008
dan OHSAS 18001:2007.

2006



Pendirian
Perseroan
dimulai dengan 1
klien.

2017



Berhasil mengelola
lebih dari 10.000
tenaga alih daya.

2022



Meraih sertifikasi
Sistem Manajemen
Keselamatan
Kesehatan Kerja.

8 Desember 2022
Perseroan resmi
tercatat sebagai
emiten baru di Bursa
Efek Indonesia.



Untuk menjadi perusahaan terbaik dalam menyediakan solusi terpadu (Manusia-Alat-sistem) di pasar Regional.



VISI

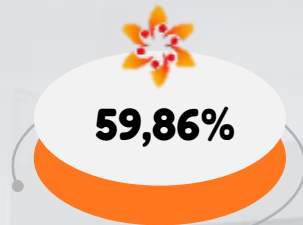


MISI

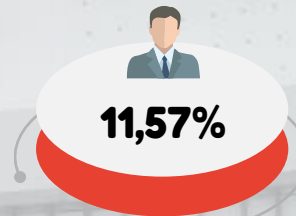
1. Untuk memberikan pelayanan dan solusi inovatif yang memberikan nilai tambah kepada semua pelanggan.
2. Sangat berorientasi pada kepuasan pelanggan dan untuk memenuhi kebutuhan sesuai pasar.
3. Untuk membangun kompetensi melalui pengembangan sumber daya manusia dengan hasil berorientasi pada standar etika kerja yang tinggi.
4. Untuk menambah sebuah tambahan nilai pemegang saham.

KOMPOSISI PEMEGANG SAHAM

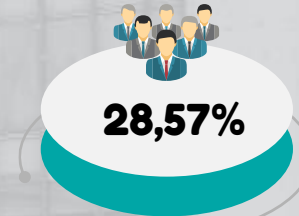
KOPINDOSAT
(Koperasi Pegawai PT Indosat Tbk)



SIGIT KUNTJAHJO



MASYARAKAT



PT PERSONEL ALIH DAYA TBK

LINE BISNIS PERSEROAN (PADA)



JASA TEKNIK & PEMELIHARAAN

Site Maintenance, Roll Out, Network Maintenance, Building Maintenance, Electrical Services, IT Helpdesk, dll.



JASA KEAMANAN

Security, K9, Private/Events Security, Int. Security Solution, Securing an expedition to cash and precious goods/materials dll.



JASA PERKANTORAN

Marketing, Sales, Canvasser, Receptionist, Cashier, Administrator, Cleaning Service, Driver, Ekspedition, dll.



JASA CALL CENTER

Customer Service, Call Center (Inbound, Outbond, QA, Social Media), dll.



JASA PELATIHAN

Inhouse Training, Outdoor Training, Executive Training, Gada Pratama, Gada Madya, Sewa Ruangan.



JASA SDM / REKRUTMENT

Manajerial Level, Experties, Expatriate.

CAKUPAN WILAYAH OPERASIONAL



1

KANTOR PUSAT

Jl. Kebagusan 1 No. 4, Kebagusan,
Pasar Minggu, Jakarta Selatan,
12520, Indonesia

24

KANTOR PERWAKILAN

Banda Aceh, Medan, Padang, Bengkulu, Jambi,
Pekanbaru, Bangka, Palembang, Bandar Lampung,
Bandung, Semarang, Surabaya, Denpasar, Lombok,
Kupang, Balikpapan, Pontianak, Manado, Gorontalo,
Palu, Kendari, makasar, Ternate, Jayapura

ADITA IRAWATI
Komisaris Independen

SIGIT KUNTJAHJO
Komisaris

BADEN SAPRUDIN
Komisaris

WAHONO
Komisaris Utama

JENAL KALUDIN
Komisaris Independen



DEWAN DIREKSI

YAYAN DHARMAWANGSA
Direktur Keuangan & Adm

SUWIGNYO
Direktur Utama



KINERJA KEUANGAN PERSEROAN TAHUN 2023

02





LABA (RUGI) DAN PENGHASILAN KOMPREHENSIF LAINNYA

Dalam Rupiah

KETERANGAN	2023	2022	2021
Pendapatan	815.740.188.341	700.938.992.980	701.091.248.818
Beban Pokok Pendapatan	(772.225.494.350)	(659.304.217.618)	(656.395.682.812)
Laba Bruto	43.514.693.991	41.634.775.362	44.695.566.006
Beban Umum & Administrasi	(30.173.828.292)	(20.649.238.100)	(25.003.871.636)
Beban usaha lainnya	(8.032.721.351)	(6.613.279.716)	(3.733.124.083)
Bagian laba entitas asosiasi	286.192.914	248.072.311	215.651.617
Laba Usaha	5.594.337.262	14.620.329.857	16.174.221.904
Penghasilan Keuangan	870.398.688	270.874.595	304.369.765
Biaya Keuangan	(8.893.878.112)	(7.481.746.422)	(8.529.259.522)
Laba (Rugi) Sebelum Pajak	(2.429.142.162)	7.409.458.030	7.949.332.147
Beban Pajak	(3.097.820.115)	(2.935.947.996)	(3.570.001.521)
Laba (Rugi) Neto Tahun Berjalan	(5.526.962.277)	4.473.510.034	4.379.330.626



Pada tahun buku 2023, Perseroan membukukan kerugian sebesar Rp-5.53 miliar dikarenakan meningkatnya beban usaha dibandingkan tahun 2022.



POSISI KEUANGAN



NERACA (Dalam Miliar Rupiah)

KETERANGAN	2023	2022	2021
Aset Lancar	238,82	294,18	164,20
Aset Tidak Lancar	73,22	65,84	35,29
Total Aset	312,04	360,02	199,49
Liabilitas Jangka Pendek	142,31	178,56	119,46
Liabilitas Jangka Panjang	35,72	40,18	30,90
Total Liabilitas	178,03	218,74	150,36
Total Ekuitas	134,01	141,29	49,13
Total Liabilitas & Ekuitas	312,04	360,02	199,49



Penurunan aset lancar karena penurunan kas setara kas untuk pembelian fixed asset dan pelunasan utang Bank.

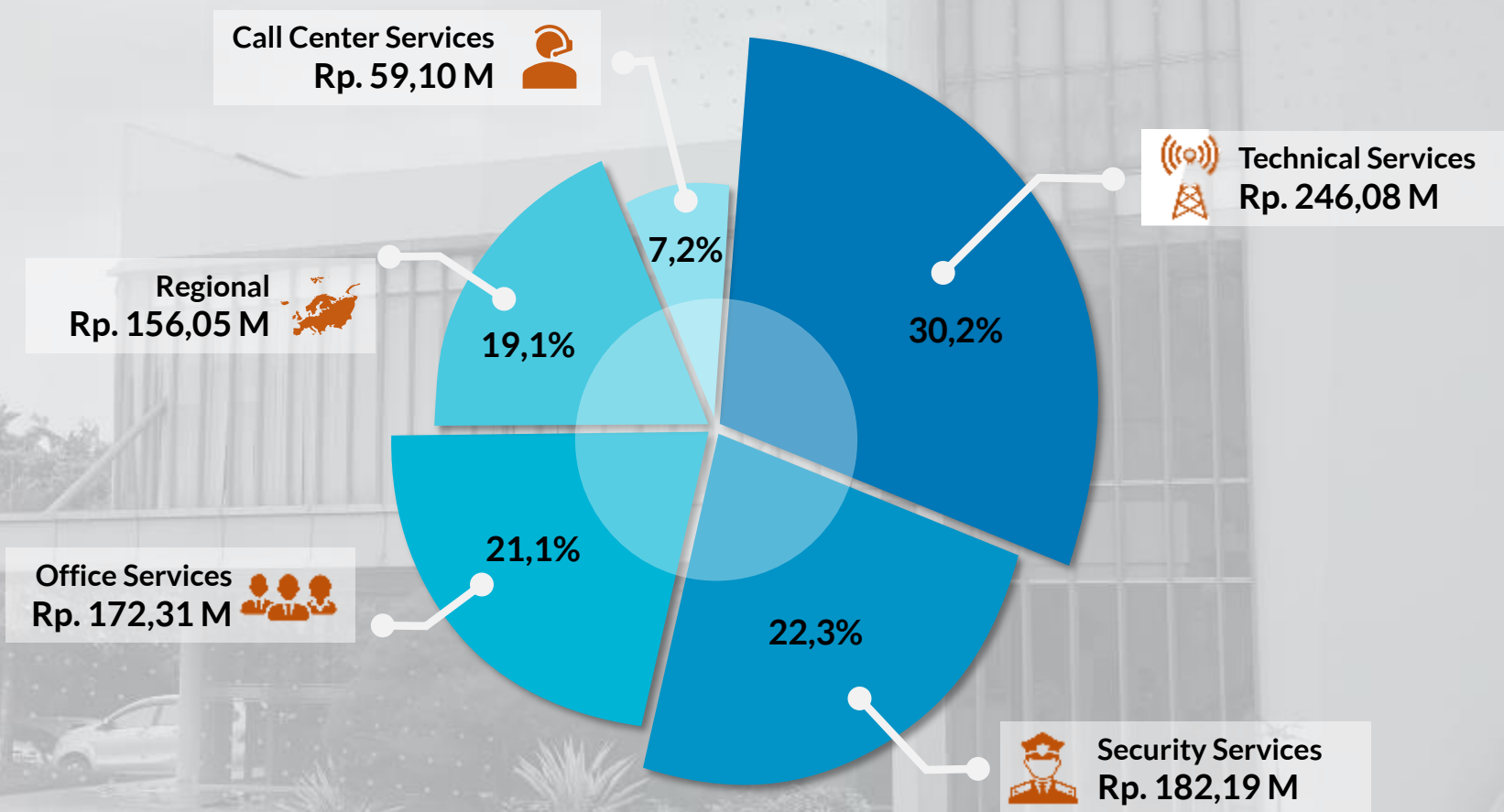


RASIO KEUANGAN

KETERANGAN	2023	2022	2021
Imbal Hasil Ekuitas	-9%	7%	29%
Imbal Hasil Aset	-1,77%	1,24%	2,20%
Rasio Lancar	1,68%	1,65%	1,4%
Periode Kolektibilitas (hari)	35,33	40,38	29,18
Rasio Total Liabilitas terhadap Ekuitas	132,85%	154,82%	306,03%
Rasio Total Liabilitas terhadap Aset	57%	61%	75%



PENDAPATAN BERDASARKAN BISNIS UNIT TAHUN 2023





STRATEGI & RENCANA PERSEROAN

03



UPAYA YANG DILAKUKAN UNTUK MENINGKATKAN KINERJA



Melakukan penguatan pasar dan pengembangan bisnis, serta gencar melakukan perluasan layanan ke seluruh wilayah operasional Perseroan, dan memperbanyak penawaran layanan dengan model bisnis *Manage Services* yang berbasis *Service Level Agreement* (SLA) yang dapat memberikan keuntungan yang lebih baik di tengah persaingan pasar yang semakin ketat.



Mengoptimalkan kekuatan *differentiation* atau keunggulan Perseroan dengan terus berfokus pada bisnis layanan jasa teknis/telekomunikasi dan solusi layanan terintegrasi (*one stop services*).



Mengedepankan *business management and control* dan senantiasa melakukan efisiensi biaya serta upaya meningkatkan efektifitas bisnis proses pada setiap aktifitas lini bisnis untuk menjaga keseimbangan antara pangsa pasar, pendapatan, profitabilitas dan kinerja performa Perseroan.



Meningkatkan kredibilitas agar mampu bersaing secara global, pada tahun 2023, Perseroan telah memiliki sertifikasi ISO 37001:2016 mengenai Sistem Manajemen Anti Suap dengan standard Internasional sehingga sampai saat ini, Perseroan sudah memiliki beberapa sertifikasi ISO termasuk ISO 9001:2015 mengenai Sistem Manajemen Mutu, ISO 27001 mengenai standar internasional yang mengatur Sistem Manajemen Keamanan Informasi (Information Security Management System/ISMS), ISO 14001:2015 mengenai Sistem Management Lingkungan, ISO 45001:2018 mengenai Sistem Manajemen Keselamatan dan Kesehatan Kerja, serta Sertifikasi Sistem Manajemen Keselamatan Dan Kesehatan Kerja (SMK3).

STRATEGI & RENCANA **PERSEROAN**



Mengembangkan kekuatan kompetitif dan keunggulan layanan Perseroan yang disertai dengan peningkatan daya saing SDM (tenaga outsourcing) secara berkelanjutan. Perseroan akan terus menumbuhkan skala bisnis yang lebih besar dengan tetap fokus pada strategy bisnis dan perluasan cakupan wilayah dan jenis industri.



Evaluasi bisnis eksisting dan mendorong inovasi diseluruh organisasi perusahaan untuk mencari diversifikasi usaha yang dapat meningkatkan performansi perusahaan.



Kolaborasi dan Kemitraan Strategis: menjalin kemitraan dengan pihak lain yang dapat saling menguntungkan untuk meningkatkan akses pasar, teknologi, atau sumber daya lainnya.



Peningkatan Efisiensi Operasional: Identifikasi dan optimalisasi proses bisnis. Percepatan proses administrasi dan meningkatkan control/monitoring dan evaluasi terus menerus terhadap proses-proses yang beresiko mengganggu operasional perusahaan.



INFORMASI LEBIH LANJUT

Apabila memerlukan informasi lebih lanjut dapat mengirimkan email ke :

corporate.secretary@persada.id





PERSADA

Helping Your Business Grow

TERIMA KASIH



PUBLIC EXPOSE

PT PERSONEL ALIH DAYA TBK (“THE COMPANY”)



P E R S A D A

Helping Your Business Grow

SHARE CODE : PADA

Jakarta, March 27, 2024



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CONTENT



Company Overview



The Company's Financial Performance
for 2023



Company Strategy & Plans





COMPANY OVERVIEW

PT PERSONEL ALIH DAYA TBK

01



COMPANY OVERVIEW (PADA)

The company was established under the name PT Personel Alih Daya based on the Deed of Establishment of Limited Liability Company PT Personel Alih Daya No. 35 dated 21 April 2006, made before Julius Purnawan, S.H., M.Sc., Notary in Jakarta, which was approved by the Minister of Law and Rights Human Rights of the Republic of Indonesia by Decree No.C-15819 HT.01.01.TH.2006 dated 31 May 2006, registered in the Company Register at the Company Registration Office Kodya Central Jakarta on 13 June 2006 under No.5988/BH.09.05/VI /2006, and announced in the State Gazette of the Republic of Indonesia No. 52 dated 30 June 2006, Supplement No. 7025.



The Company's Articles of Association were last amended by the Deed of Statement of Resolutions of the Shareholders in lieu of the Extraordinary General Meeting of Shareholders of the Limited Liability Company PT Personel Alih Daya No. 218 dated 24 June 2022, drawn up before Christina Dwi Utami, S.H., M.Hum., M. Kn., Notary in Jakarta, which was approved by the Minister of Law and Human Rights of the Republic of Indonesia with Decree No.AHU-0043643.AH.01.02.Tahun 2022 dated 27 June 2022, notified to the Minister of Law and Human Rights of the Republic of Indonesia as has been received and recorded on 27 June 2022 with No.AHU-AH.01.03-0256315, and registered in the Company Register No.AHU-0120599.AH.01.11.Tahun 2022 dated 27 June 2022. Notarial Deed of Christina Dwi Utami, S.H., M.Hum., M.Kn., No. 59 dated 7 June 2023 regarding Minutes of Extraordinary GMS; and Deed of Meeting Resolution No. 60 dated 7 June 2023; and Decree of the Minister of Law and Human Rights of the Republic of Indonesia No. AHU-AH.01.03-0076749 dated 13 June 2023 regarding Acceptance of Notification of Amendment to the Articles of Association of PT Personel Alih Daya Tbk.

The Company's headquarter is on Jl. Kebagusan I No.4, Kebagusan Village, Pasar Minggu District, Administrative City of South Jakarta, DKI Jakarta Province

COMPANY *Milestones*

Had relationships with
over 100 clients.

2012



The company's strategy is
centred on technical
services.(Technical Services)

2023



Acquired the ISO
37001:2016
certification

2008



Commenced to
grow the market
to include other
clients.

2015



Achieved ISO 9001:2008 and
OHSAS 18001:2007
certification.

2006



The Company's
inception began with
one customer.

2017



Successfully handled over
10,000 outsourced staff.

2022



Acquired Occupational
Health Safety
Management System
accreditation.

December 8, 2022

The Company was
officially listed as a
new issuer on the
Indonesia Stock
Exchange.



VISION & MISSION

To be the Over-the-Top company in providing an integrated solution to (Human-Hardware-System) in the Regional Market.



VISION

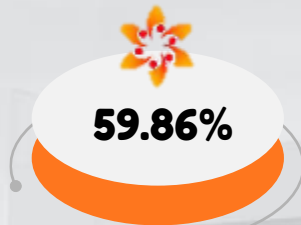


MISSION

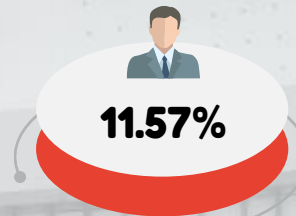
1. To provide service and innovative solution that gives additional value to all customers.
2. Highly oriented to the customer satisfaction and to fulfil the needs according to market.
3. To build a competence through the development of Human Resources with a result oriented in a high standard of work ethic.
4. To add an additional value to shareholders.

SHAREHOLDER COMPOSITION

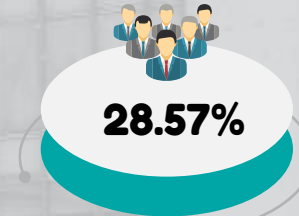
KOPINDOSAT
(Koperasi Pegawai PT. Indosat Tbk)



SIGIT KUNTJAHJO



PUBLIC



PT PERSONEL ALIH DAYA TBK

THE COMPANY'S BUSINESS LINES



TECHNICAL SERVICES

Site Maintenance, Roll Out, Network Maintenance, Building Maintenance, Electrical Services, IT Helpdesk, dll.



SECURITY SERVICES

Security, K9, Private/Events Security, Int. Security Solution, Securing an expedition to cash and precious goods/materials dll.



OFFICE SERVICES

Marketing, Sales, Canvasser, Receptionist, Cashier, Administrator, Cleaning Service, Driver, Ekspedition, dll.



CALL CENTER SERVICES

Customer Service, Call Center (Inbound, Outbond, QA, Social Media), dll.



TRAINING

Inhouse Training, Outdoor Training, Executive Training, Gada Pratama, Gada Madya, Space for Rent.



HEAD HUNTER

Managerial Level, Experties, Expatriate.

COVERAGE OF OPERATIONAL AREA



1

HEAD OFFICE

Jl. Kebagusan 1 No. 4, Kebagusan,
Pasar Minggu, Jakarta Selatan,
12520, Indonesia

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REPRESENTATIVE OFFICE

Banda Aceh, Medan, Padang, Bengkulu, Jambi,
Pekanbaru, Bangka, Palembang, Bandar Lampung,
Bandung, Semarang, Surabaya, Denpasar, Lombok,
Kupang, Balikpapan, Pontianak, Manado, Gorontalo,
Palu, Kendari, makasar, Ternate, Jayapura

BOARD OF COMMISSIONERS

ADITA IRAWATI
Commissioners Independent

SIGIT KUNTJAHJO
Commissioners

BADEN SAPRUDIN
Commissioners

WAHONO
Commissioners President

JENAL KALUDIN
Commissioners Independent



BOARD OF DIRECTORS



YAYAN DHARMAWANGSA
Finance & Adm Director

SUWIGNYO
President Director



THE COMPANY'S FINANCIAL PERFORMANCE FOR 2023

02





PROFIT & LOSS AND OTHER COMPREHENSIVE INCOME

in Rupiah

KETERANGAN	2023	2022	2021
Revenues	815,740,188,341	700,938,992,980	701,091,248,818
Costs Of Revenues	(772,225,494,350)	(659,304,217,618)	(656,395,682,812)
Gross Profit	43,514,693,991	41,634,775,362	44,695,566,006
General And Administrative Expenses	(30,173,828,292)	(20,649,238,100)	(25,003,871,636)
Other Operating Expenses	(8,032,721,351)	(6,613,279,716)	(3,733,124,083)
Share In Profit Of Associates	286,192,914	248,072,311	215,651,617
Operating Profit	5,594,337,262	14,620,329,857	16,174,221,904
Finance Income	870,398,688	270,874,595	304,369,765
Finance Costs	(8,893,878,112)	(7,481,746,422)	(8,529,259,522)
Profit (Loss) Before Tax	(2,429,142,162)	7,409,458,030	7,949,332,147
Tax Expenses	(3,097,820,115)	(2,935,947,996)	(3,570,001,521)
Net Profit (Loss) For The Year	(5,526,962,277)	4,473,510,034	4,379,330,626



In the 2023 financial year, the Company posted a loss of IDR -5,53 billion due to increased operating expenses compared to 2022.



FINANCIAL OVERVIEW



FINANCIAL STATEMENT (in Billion Rupiah)

KETERANGAN	2023	2022	2021
Current Assets	238.82	294.18	164.20
Non-current Assets	73.22	65.84	35.29
Total Assets	312.04	360.02	199.49
Current Liabilities	142.31	178.56	119.46
Non-current Liabilities	35.72	40.18	30.90
Total Liabilities	178.03	218.74	150.36
Total Equity	134.01	141.29	49.13
Total Liabilities And Equity	312.04	360.02	199.49



FINANCIAL RATIO

KETERANGAN	2023	2022	2021
Return on Equity (ROE)	-9%	7%	29%
Return on Assets (ROA)	-1.77%	1.24%	2.20%
Current Ratio	1.68%	1.65%	1.4%
Collection Period (day)	35.33	40.38	29.18
Total Liabilities to Equity Ratio	132.85%	154.82%	306.03%
Total Liabilities to Assets Ratio	57%	61%	75%

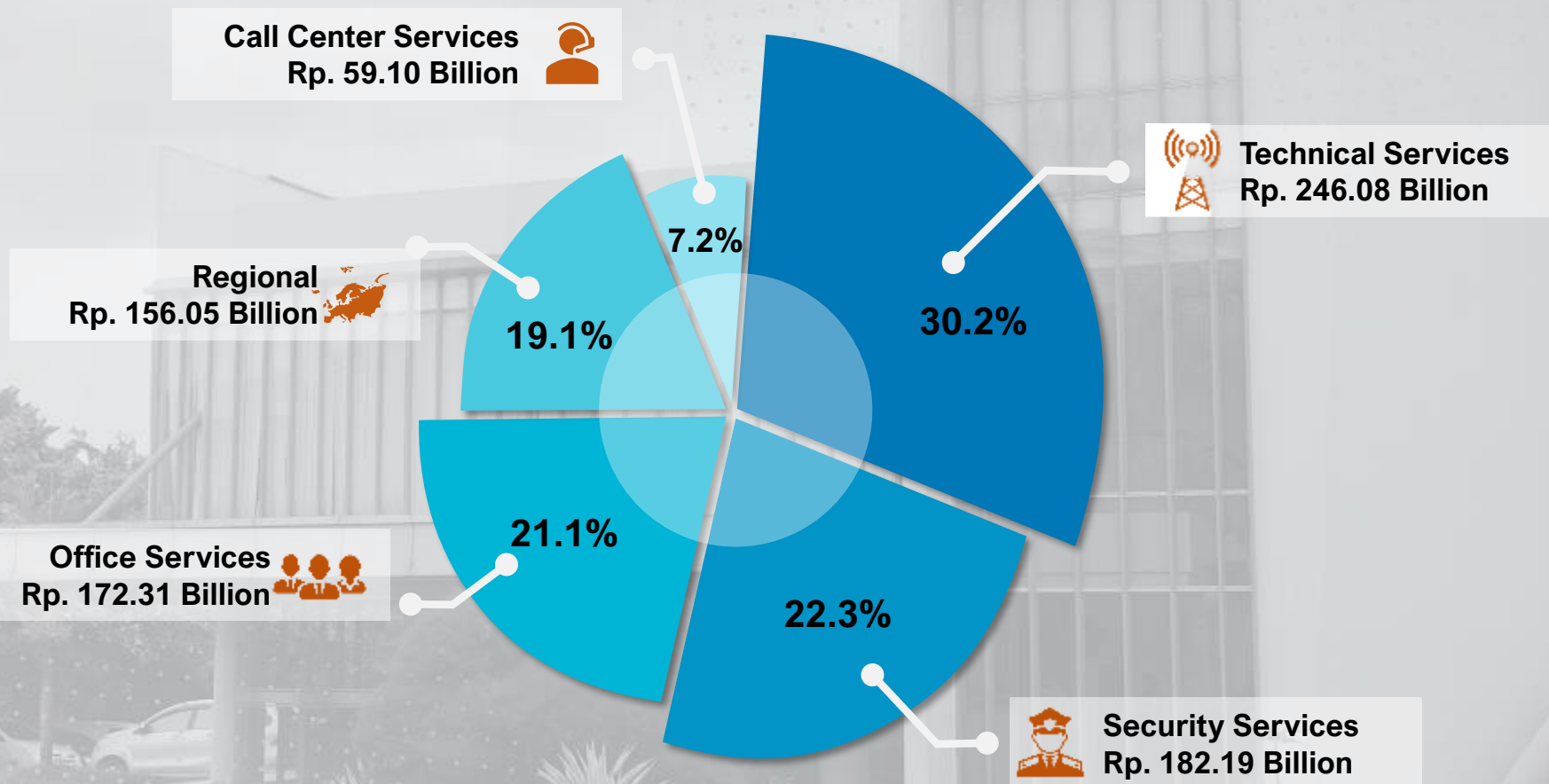


The decrease in current assets was due to a decrease in cash and cash equivalents for purchasing fixed assets and paying off bank debt.



REVENUE BASED ON BUSINESS UNIT

YEAR 2023





COMPANY STRATEGY & PLAN

03



EFFORTS MADE TO IMPROVE PERFORMANCE



Strengthening the market and business development, as well as aggressively expanding services to all of the Company's operational areas, and expanding service offerings with the Manage Services business model based on Service Level Agreements (SLA) which can provide better profits amidst increasingly tight market competition.



Optimizing the Company's differentiation strengths or advantages by continuing to focus on the technical/telecommunications services business and integrated service solutions (one stop services).



Prioritizing business management and control and always carrying out cost efficiency and efforts to increase the effectiveness of business processes in each business line activity to maintain a balance between market share, revenue, profitability and the Company's performance.



Increasing credibility to be able to compete globally, in 2023, the Company has ISO 37001:2016 certification regarding Anti-Bribery Management Systems with international standards so that to date, the Company already has several ISO certifications including ISO 9001:2015 regarding Quality Management Systems, ISO 27001 concerning international standards governing Information Security Management Systems (ISMS), ISO 14001:2015 concerning Environmental Management Systems, ISO 45001:2018 concerning Occupational Safety and Health Management Systems, as well as Occupational Health and Safety Management System Certification (OHSMS).

COMPANY PLAN & STRATEGY



Developing the Company's competitive strength and service excellence accompanied by continuously increasing the competitiveness of human resources (outsourced personnel). The Company will continue to grow its business scale to a larger scale while remaining focused on business strategy and expanding regional coverage and industry types.



Evaluate existing businesses and encourage innovation throughout the company organization to seek business diversification that can improve company performance.



Collaboration and Strategic Partnerships: establishing partnerships with other parties that can be mutually beneficial to increase market access, technology or other resources.



Increased Operational Efficiency: Identify and optimize business processes. Accelerate administrative processes and improve control/monitoring and continuous evaluation of processes that are at risk of disrupting company operations.



FURTHER INFORMATION

If need further information,
please send an email to :

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THANK YOU

