

MP

PT MEGA PERINTIS TBK

PAPARAN PUBLIK

Jakarta, 06 Juni 2024



manZONE

MOC

men's
Top

minimal

DUE/E;

SALEZONE

PUMA

EDWIN.

Levi's

TATA CARA WEB MINAR



Pastikan Posisi Zoom Anda Aman Dan Nyaman

Usahakan video anda aktif sehingga pembicara bisa berinteraksi dengan nyaman dengan peserta



Sesi Tanya Jawab

Peserta dipersilahkan bertanya pada kolom *chat*, moderator akan membacakan pertanyaan pada sesi tanya jawab

MP

PT MEGA PERINTIS TBK

PROFIL PERUSAHAAN



JEJAK LANGKAH PERUSAHAAN DAN STRUKTUR GRUP PERUSAHAAN



VISI, MISI DAN NILAI PERUSAHAAN



DEWAN KOMISARIS DAN DIREKSI

manZONE

MOC

men's
Top

minimal

DUE/E;

SALEZONE

PUMA

EDWIN.

Levi's

Company Milestone

Jejak Langkah MILESTONE

1999

Bermula dari Konfeksi Industri (Home Industry).

Started as a small-scale household garment production (home industry).

2005

Berdirinya Perseroan & Peluncuran merek Manzone, MOC, dan Olo.

Establishment of the Company & Launching of Manzone, MOC, and Olo brands.

2010

Peluncuran merek Men's Top dan Fakelondon.

Launching of Men's Top and Fakelondon brands.

2013

Mendirikan PT Mitrelindo Global.

Establishment of PT Mitrelindo Global.

2018

Mendapatkan penghargaan Marketing Award dan Mencatat Saham di Bursa Efek Indonesia.

Achieved Marketing Award and Listed on the Indonesia Stock Exchange.

Melakukan IPO (penawaran umum saham perdana) di Bursa Efek Indonesia.
Conducted an IPO (initial public offering) on the Indonesia Stock Exchange.

2017

Pembukaan Toko ke 100 yaitu Showroom Manzone Bintaro Plaza.

Opening of the 100th outlet, Manzone Showroom Bintaro Plaza.

2014

Mendirikan PT Mega Putra Garment sekaligus mendirikan pabrik di Pematang.

Establishment of PT Mega Putra Garment and a factory in Pematang.

Meluncurkan merek Batik's Plus
Launching of the Batik's Plus brand

2019

Mendirikan anak perusahaan baru, PT Maxindo Global Internusa yang bergerak di bidang industri pakaian jadi.

Established a new subsidiary, PT Maxindo Global Internusa which is engaged in the apparel industry.

Merambah segmen fashion wanita dengan membeli merk dagang Minimal.
Entered the women's fashion segment by purchasing the brand name Minimal.

2020

Fokus Penjualan Online.

Focus on Online Sales.

2021

Peluncuran MOC Batik
Launching of MOC Batik

Peluncuran Minimal Modest dan Batik
Launching of Minimal Modest and Batik

Penambahan Salezone
Opening of Salezone

Perubahan Anggaran Dasar
Amendment of Articles of Association

2022

Mengakuisisi Hak Kekayaan Intelektual untuk Brand Edwin.

Acquiring Intellectual Property Rights for the Edwin Brand.

2023

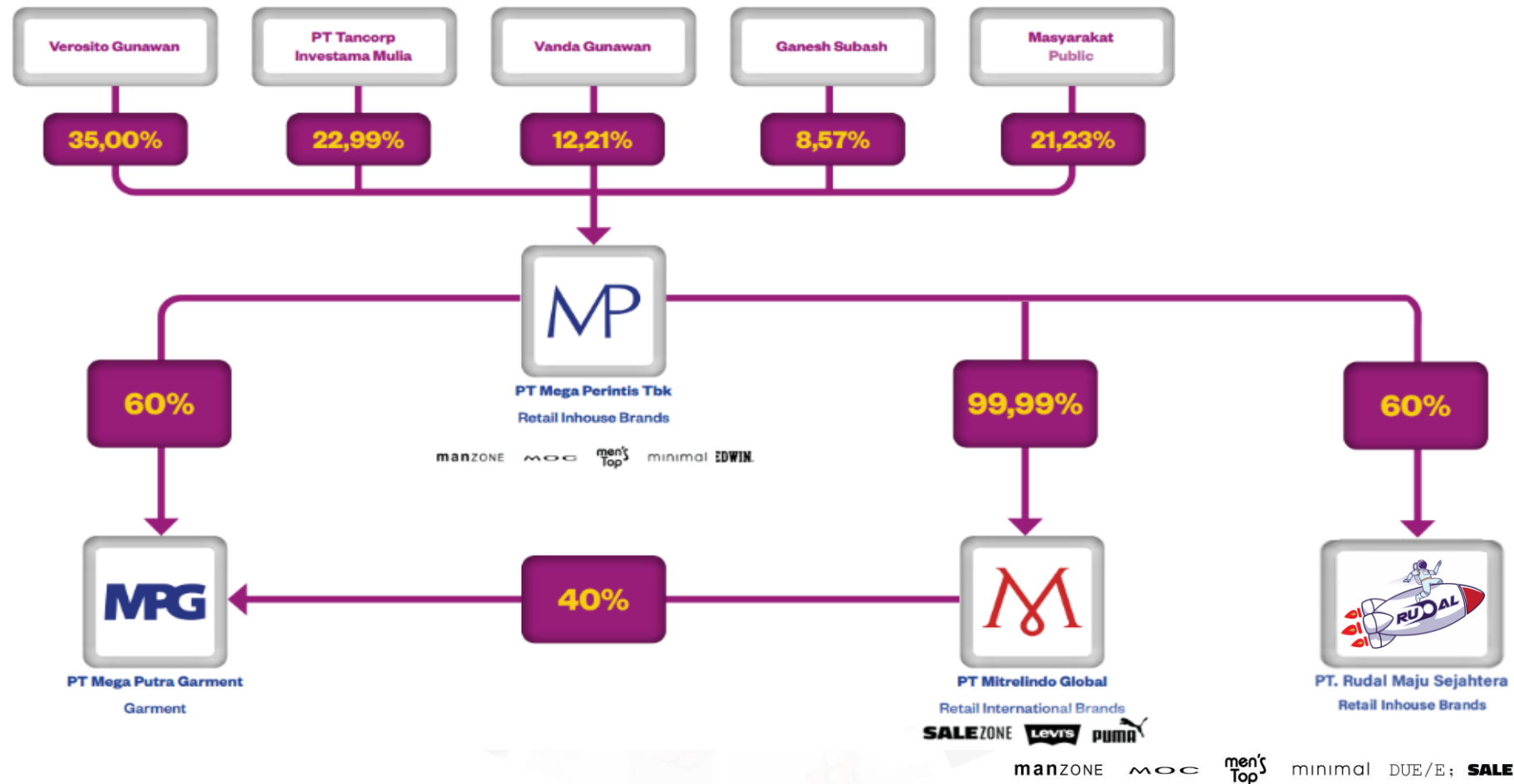
Mendirikan PT Rudal Maju Sejahtera

Establishment of PT Rudal Maju Sejahtera



PROFIL PERUSAHAAN

STRUKTUR GRUP Group's Structure



MP

PT MEGA PERINTIS TBK

PROFIL PERUSAHAAN



JEJAK LANGKAH PERUSAHAAN DAN STRUKTUR GRUP PERUSAHAAN



VISI, MISI DAN NILAI PERUSAHAAN



DEWAN KOMISARIS DAN DIREKSI

manZONE

MOC

men's
Top

minimal

DUE/E;

SALEZONE

PUMA

EDWIN.

Levi's

PROFIL PERUSAHAAN

VISI
VISION

**MENJADI MEREK
FESYEN LOKAL
NOMOR 1**

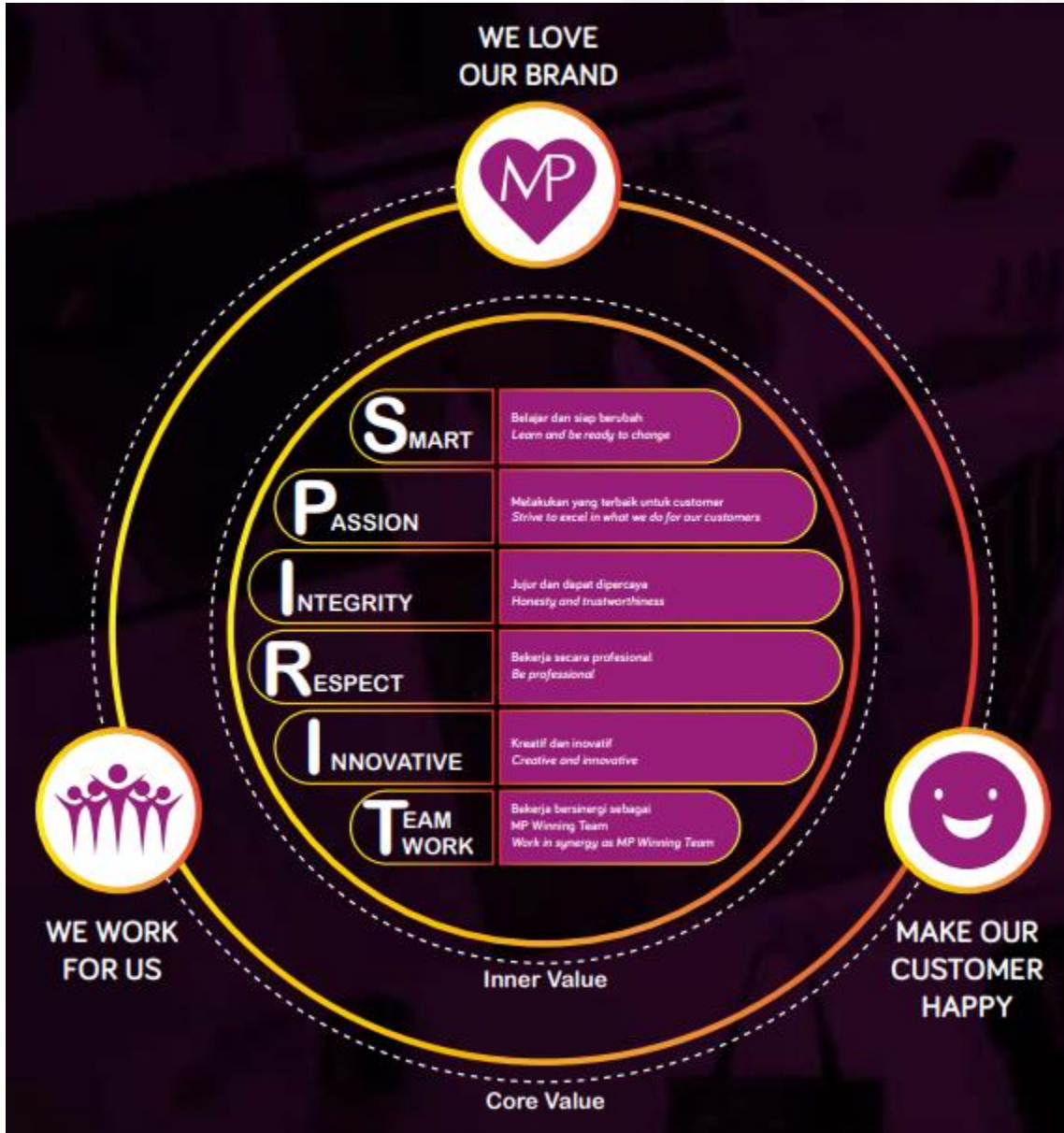
To Be the Number 1 Local Fashion Brand

MISI
MISSION

**MEMBERI PENAMPILAN
TERBAIK DENGAN PAKAIAN
YANG BERKUALITAS,
NYAMAN, DAN TERJANGKAU**

To dress people up with quality,
comfortable, and affordable clothes

PROFIL PERUSAHAAN



WE WORK FOR US

Memiliki Niat, Tujuan dan Pengharapan Sukses yang sama

- Bekerja dengan **Jujur dan Rasa Hormat**
- Pengakuan akan **Kinerja** untuk membangun **kepercayaan diri** dan selalu melakukan **perbaikan**
- Bekerja dengan **Penuh Motivasi** untuk kepuasan pelanggan untuk meningkatkan **kesejahteraan Karyawan**

We Have the same Intentions, Goals and Hopes for Success

- Work with **Honesty and Respect**
- Recognition of **Performance** to build **confidence** and always make **improvements**
- Work with **Motivation** for customer satisfaction to improve **employee welfare**

MAKE CUSTOMERS HAPPY

Kepuasan Pelanggan di Atas Segalanya

- Menjual **Barang Berkualitas** dengan **Harga Terjangkau**
- Memberikan **Pengalaman Berbelanja** yang **Tak Terlupakan**
- Customer is the **BOSS**

Customer Satisfaction above All Else

- Selling **Quality Goods** at **Affordable Prices**
- Provides an **Unforgettable Shopping Experience**
- Customer is the **BOSS**

WE LOVE OUR BRAND

Kita adalah Solusi untuk Kebutuhan Pelanggan

- **Bekerja** dengan **Penuh Kreativitas** dan **Inovasi**
- Selalu Menjaga **Reputasi**
- **We Are Special**

We are the Solution to Customer Needs

- **Working** with **Creativity** and **Innovation**
- Always Maintain a **Reputation**
- **We Are Special**



MP

PT MEGA PERINTIS TBK

PROFIL PERUSAHAAN



JEJAK LANGKAH PERUSAHAAN DAN STRUKTUR GRUP PERUSAHAAN



VISI, MISI DAN NILAI PERUSAHAAN



DEWAN KOMISARIS DAN DIREKSI

manZONE

MOC

men's
Top

minimal

DUE/E;

SALEZONE

PUMA

EDWIN.

Levi's

DEWAN KOMISARIS & DIREKSI



FRANXISCUS AFAT ADINATA NURSALIM

Komisaris Utama



VANDA GUNAWAN

Komisaris



IDA BAGUS OKA NILA

Komisaris Independen



VEROSITO GUNAWAN

Direktur Utama



LUKI RUSLI

Direktur

MP

PT MEGA PERINTIS TBK

MATA ACARA PAPARAN PUBLIK



HASIL KEPUTUSAN RAPAT UMUM PEMEGANG SAHAM TAHUNAN (RUPST)

KINERJA KEUANGAN PERSEROAN TAHUNAN DAN KUARTAL 1-2024

RENCANA BISNIS PERSEROAN 2024

manZONE

MOC

men's
Top

minimal

DUE/E;

SALEZONE

PUMA

EDWIN.

Levi's

HASIL KEPUTUSAN RUPST TAHUN BUKU 2023

Agenda 1

Laporan Tahunan & Laporan Keuangan Konsolidasian

Persetujuan atas Laporan Tahunan dan pengesahan Laporan Keuangan Konsolidasian Perseroan termasuk Laporan Dewan Komisaris mengenai tugas pengawasan terhadap Perseroan untuk Tahun Buku yang berakhir pada 31 Desember 2023;

Agenda 4

Honorarium

Penetapan honorarium dan tunjangan lainnya anggota Direksi dan Dewan Komisaris Perseroan

Agenda 2

Laba Rugi Bersih 2023

Penetapan penggunaan Laba Rugi Bersih Perseroan untuk tahun buku yang berakhir pada tanggal 31 Desember 2023;

Agenda 3

Akuntan Publik 2024

Penunjukan Akuntan Publik Independen untuk mengaudit Laporan Keuangan Perseroan untuk tahun buku yang berakhir pada tanggal 31 Desember 2024;

FINANCIAL INCOME STATEMENT

In Million Rupiah



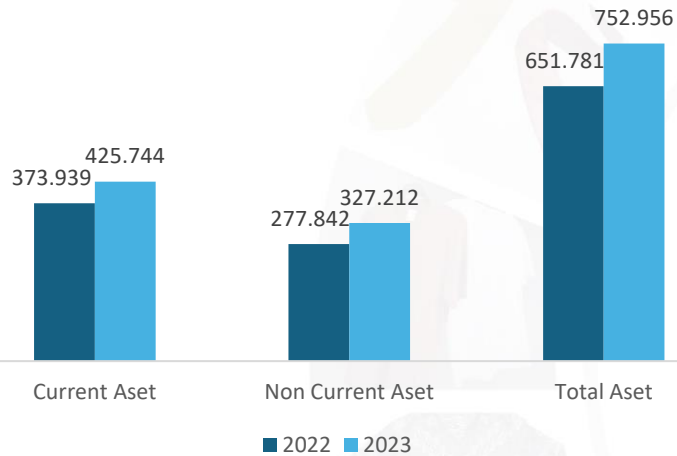
■ 2022 ■ 2023

	2022	2023	Increase/(Decrease)	Percentage
Net Revenue	672.881	735.452	62.571	9,30%
COGS	296.178	326.936	30.758	10,38%
Gross Profit	376.703	408.516	31.813	8,45%
Net Profit (Loss)	72.940	46.972	-25.968	-35,60%

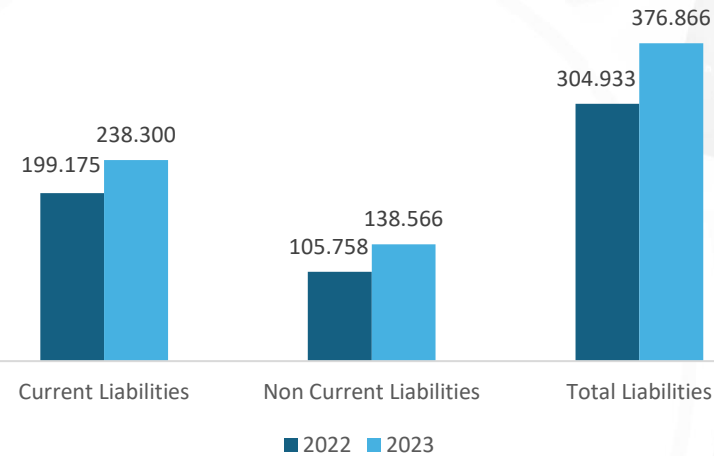
BALANCE SHEET

In Million Rupiah

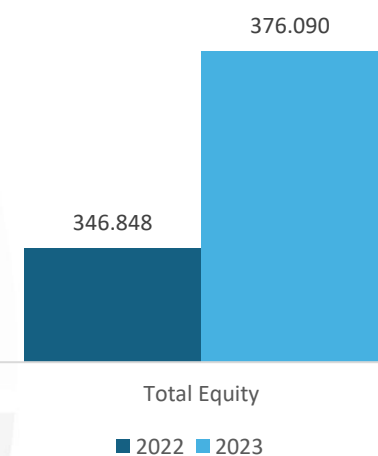
Assets



Liabilities



Equity



	2022	2023
Current Aset	373.939	425.744
Non Current Aset	277.842	327.212
Total Aset	651.781	752.956

	2022	2023
Current Liabilities	199.175	238.300
Non Current Liabilities	105.758	138.566
Total Liabilities	304.933	376.866

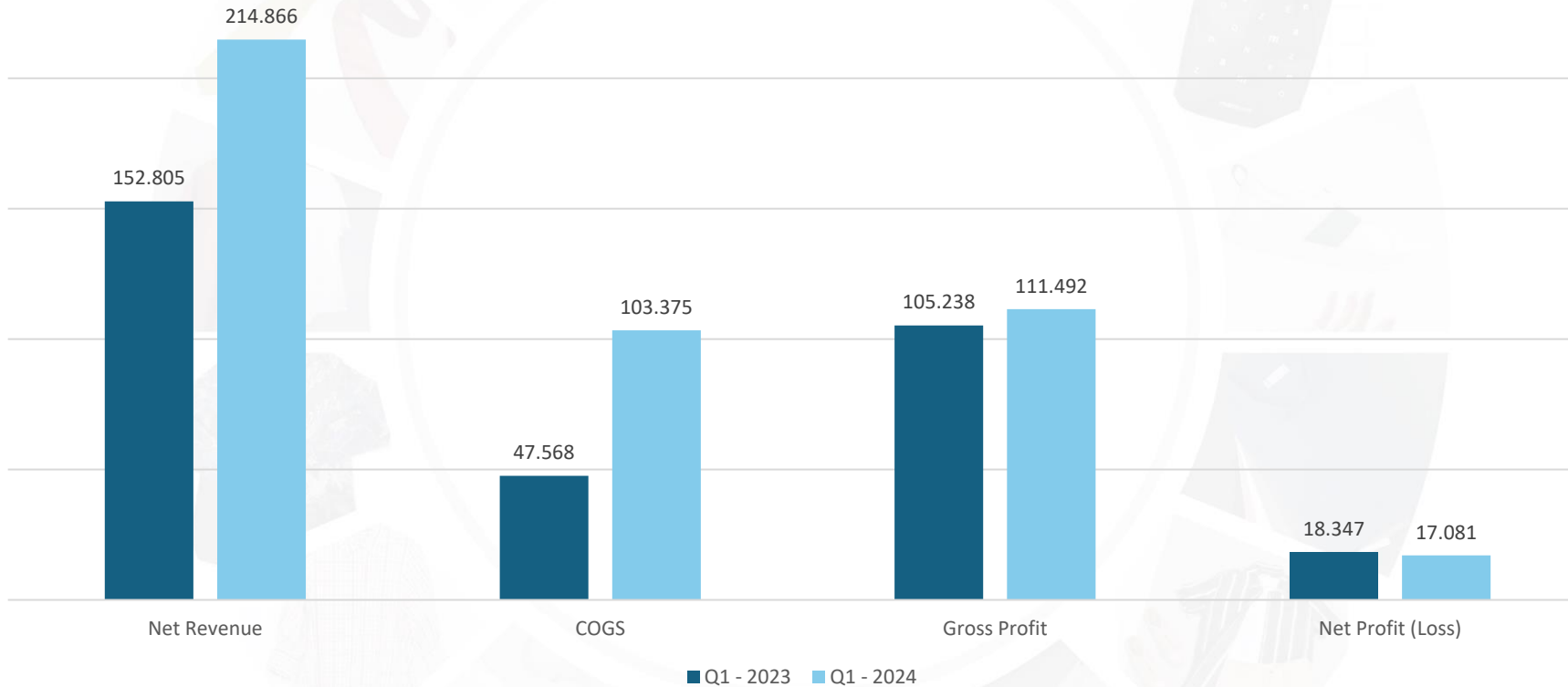
	2022	2023
Total Equity	346.848	376.090
	Increase/(Decrease)	Percentage
Tota Equity	29.242	8,43%

	Increase/(Decrease)	Percentage
Current Aset	51.805	13,85%
Non Current Aset	49.370	17,77%
Total Aset	101.175	15,52%

	Increase/(Decrease)	Percentage
Current Liabilities	39.125	19,64%
Non Current Liabilities	32.808	31,02%
Total Liabilities	71.933	23,59%

FINANCIAL INCOME STATEMENT Q1 2023-2024

In Million Rupiah



	Q1 - 2023	Q1 - 2024	Increase/(Decrease)	Percentage
Net Revenue	152.805	214.866	62.061	40,61%
COGS	47.568	103.375	55.808	117,32%
Gross Profit	105.238	111.492	6.254	5,94%
Net Profit (Loss)	18.347	17.081	-1.266	-6,90%

FINANCIAL RATIO

Indicator	Y22	Y23
Gross Margin	56,0%	55,5%
Operating Margin	17,1%	10,9%
Net Margin	10,8%	6,4%
ROA	11,2%	6,2%
ROE	21,0%	12,5%
Current Ratio	1,88	1,79
DER	0,88	1,00

Indicator	1Q23	1Q24
Gross Margin	68,9%	51,9%
Operating Margin	18,2%	13,2%
Net Margin	12,1%	8,0%
ROA*	9,7%	9,3%
ROE*	19,5%	17,4%
Current Ratio	1,79	1,88
DER	1,00	0,87

*) Annualized

EXPANSION PLAN 2024



01. **Top-line Target**

15%
Growth

Revenue 2024
Rp.845 B

02. **Bottom-line Target**

15%
Growth

Net profit 2024
Rp. 55 B

03. **Capex**

**New Store &
Revitalization Existing
Store**

Allocated
Rp. 22 B

EXPANSION PLAN 2024

Store network optimization: Expansion to open 22 new stores in 2024



OPEX optimization : the strategic process of managing and reducing operational costs while maintaining or improving the efficiency and effectiveness of business operations

1. Closing non Productive Stores

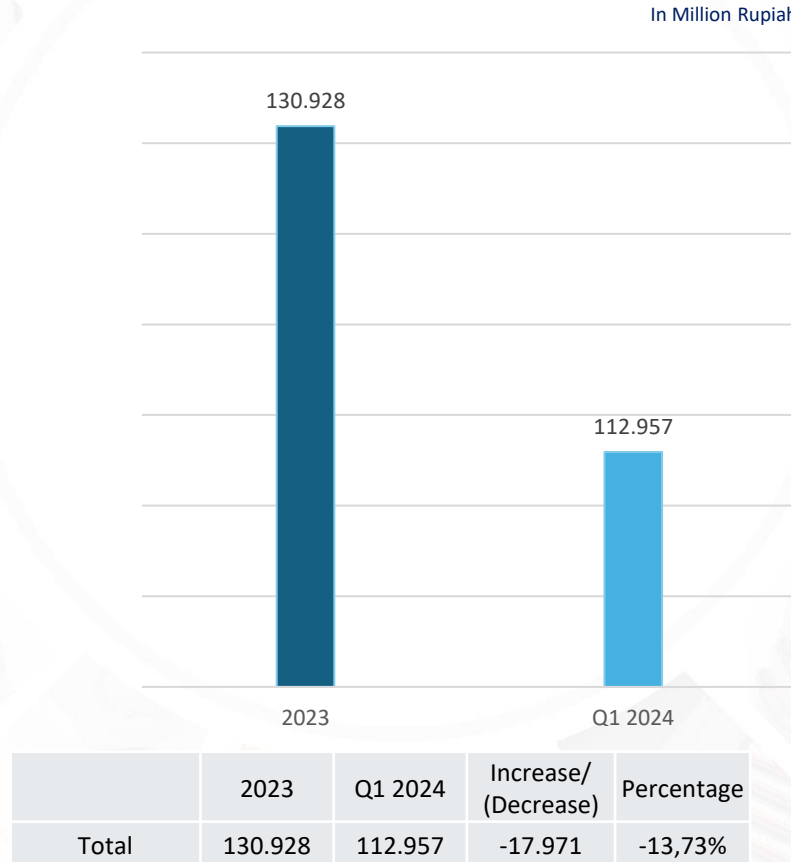


2. Robotic Process Automation



OPEX optimization : the strategic process of managing and reducing operational costs while maintaining or improving the efficiency and effectiveness of business operations

3. Reducing Loan



EXPANSION PLAN 2024

Focus On Sales Online Development



Website : <https://mocweb.shop/>

EXPANSION PLAN 2024

Focus On Sales Online Development

manZONE

NEW IN CATEGORY CAMPAIGN LABEL ON SALE



**Back in Stock
Your Favorite Shirt**

Kobe - Manzone all time's favorite slim fit shirt is back! Elevate your professional look with Fine Oxford materials. Available in several colors to match your daily outfit.

manZONE

Slim Fit

Fine Oxford

Website : <https://manzone.id/>

EXPANSION PLAN 2024

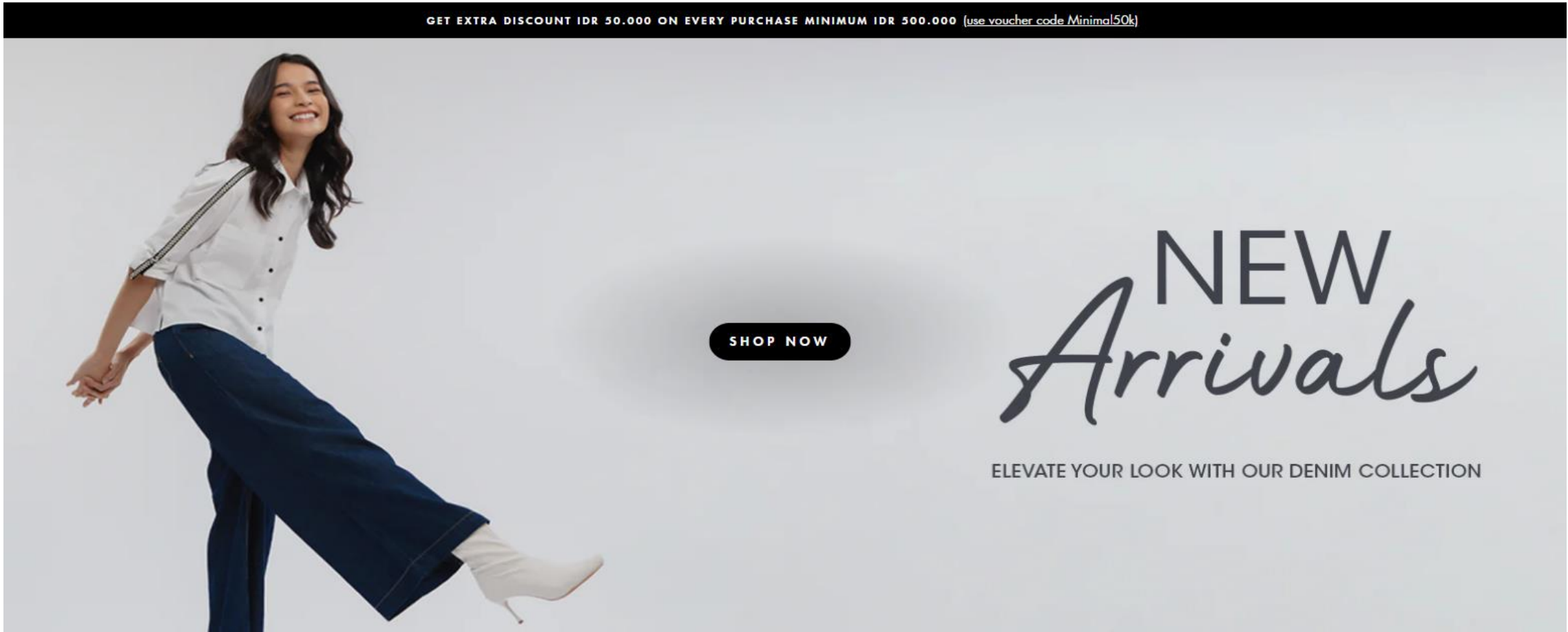
Focus On Sales Online Development

minimal

NEW IN CATEGORY LABEL SALE



GET EXTRA DISCOUNT IDR 50.000 ON EVERY PURCHASE MINIMUM IDR 500.000 (use voucher code Minimal50k)



NEW
Arrivals

ELEVATE YOUR LOOK WITH OUR DENIM COLLECTION

Website : <https://minimal.id/>

EXPANSION PLAN 2024

Focus On Sales Online Development



ZALORA



Lazada



MP

PT MEGA PERINTIS TBK

TERIMA KASIH



Kantor Pusat

Jl. Karet Pedurenan No.240, Karet Kuningan, Setiabudi
Jakarta Selatan 12940

Email : corpsec@megaperintis.co.id

Website : www.megaperintis.co.id

manZONE

MOC

men's
Top

minimal

DUE/E;

SALEZONE

PUMA

EDWIN.

Levi's