

PT MEGA PERINTIS Tbk INDONESIA

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manzone

minima



MP Management System









TARGET CASCADING

CHANNEL .	SSSG YTO .									
H KEY ACCOUNT	SSSG	227,691,671,226	109,515,510,958	51,664,000,000	81,665,399,400	53,852,124,051	309,357,070,626	163,367,635,009	-47.2%	58.79
	NON SSSG	3,951,485,489	11,764,923,629	16,634,500,000	5,022,956,161	10,121,044,239	8,974,441,650	21,885,967,868	143.9%	60.85
	CLOSED	13,062,156,840	1,785,165,353	2,013,000,000	2,465,850,031		15,528,006,871	1,785,165,353	-88.5%	0.0%
KEY ACCOUNT Total		244,705,313,555	123,065,599,940	110,311,500,000	89,154,205,592	63,973,166,290	333,859,519,147	187,038,768,229	-44.0%	58.03
⊟ SHOWROOM	\$856	250,960,315,286	117,529,318,513	116,879,200,000	95,722,472,589	46,546,729,099	346,682,787,875	164,176,047,611	-52.6%	39.99
	NON SSSG	3,204,781,555	6,746,392,234	13,078,900,000	2,388,068,538	4,504,667,361	5,592,850,093	11,351,059,595	903.0%	35.2%
	CLOSED	26,292,879,664	3,211,431,879		4,985,235,715		31,279,115,179	3,211,431,879	-89.7%	
SHOWROOM Total		280,457,976,505	127,487,142,625	129,958,100,000	103,096,776,842	51,251,396,460	383,554,753,347	171,738,539,085	·53.4%	39,470
■ MITREL	SSSG	11,826,995,100	5,112,713,300	2,700,000,000	3,660,586,700	1,276,238,299	15,487,581,800	6,388,951,599	-58.7%	47.3%
	NON SSSG		1,624,319,500	5,500,000,000		1,096,413,022		2,720,732,522		21.58
	CLOSED	16,969,932,465	3,343,137,610		5,048,926,750		22,018,859,215	3,343,137,610	-84.8%	
MITREL Total		28,796,927,565	10,080,170,410	7,800,000,000	8,709,513,450	2,372,651,322	37,506,441,015	12,452,821,732	-66.8%	30.45
BONLINE	555G	5,226,216,627	5,696,786,271	3,350,000,000	2,135,664,075	3,111,648,475	7,361,880,702	8,808,434,746	19.6%	92.63
	NON SSSG		2,417,155,062	720,000,000	4,866,820	528,438,941	4,866,820	2,945,594,003	60424.0%	73.4%
	CLOSED	726,998,224	54,809,399		86,519,130		813,517,354	54,809,399	-93.3%	
ONUNE Total		5,953,214,851	8,168,750,732	4,080,000,000	2,227,050,025	3,640,087,416	8,180,264,876	11,808,838,148	41.4%	89.27
Grand Total		559.913.432.436	268.801.663.707	252,149,600,000	203.187.545.909	121.237.303.487	263 100 978 385	390.038.967.194	-48.9%	48.15

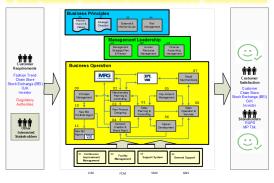
STRATEGY MANAGEMENT

Strategy 2022

- **Building Up Our Resources**
- Empowering Us (Out of the Box Mindset)
 Work Smart with Data and Analytical
- Create Data Science & Center
- Create Marketing Analytics
- Develop Talent Management
- Create Culture : Potential Talent (Recruit Identify Develop Perform)
- System Iransformation (Utilize New Technology)
- · Allocation OTB, Replenishment, Six Month Plan by Al
- Omni Channel (Benchmark Uniqlo)
 Digital Marketing by Al
- Streamline All Process (Effortless but Powerful)
- Process Reengineering (2 Breakthrough Process per Division)
- Adopting RPA
 Process Recording & Auto Monitoring
- Build Up Our Brands
- 5P
- Make Our Customer Happy

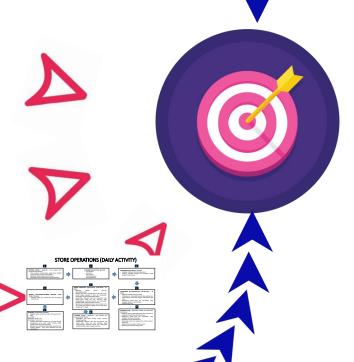
PROCESS MANAGEMENT SYSTEM

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MANAGEMENT TOOLS ENABLER









02 WE LOVE OUR BRAND

Kita adalah Solusi untuk Kebutuhan Pelanggan

- Bekerja dengan penuh Kreativitas dan Inovasi
- Selalu Menjaga Reputasi
- We Are SPECIAL

SMART

Belajar dan siap berubah

PASSION

Melakukan yang terbaik untuk customer

NTEGRITY

Jujur dan dapat dipercaya

RESPECT

Bekerja secara Profesional

NNOVATIVE

Kreatif dan Inovatif

TEAMWORK

Bekerja bersinergi sebagai MP Winning Team



01 WE WORK FOR US

Kita 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

inner value

core value

Kepuasan Pelanggan di Atas Segalanya

 Menjual Barang Berkualitas dengan Harga Terjangkau

03 MAKE OUR CUSTOMER HAPPY

- Memberikan Pengalaman Berbelanja yang Tak Terlupakan
- Customer is the BOSS

Strategy 2022

Themes

Building Up Our Resources

- Empowering Us (Out of the Box Mindset)
 - Work Smart with Data and Analytical
 - Create Data Science & Center
 - Create Marketing Analytics
 - Develop Talent Management
 - Create Culture : Potential Talent (Recruit Identify Develop Perform)
 - Implementing Performance Management
- **System** Transformation (Utilize New Technology)
 - Allocation OTB, Replenishment, Six Month Plan by Al
 - Omni Channel (Benchmark Uniqlo)
 - Digital Marketing by Al
- Streamline All Process (Effortless but Powerful)
 - Process Reengineering (2 Breakthrough Process per Division)
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 - Process Recording & Auto Monitoring
- Build Up Our Brands
 - 5P
- Make Our Customer Happy

The 7 Big Hairy Audacious Goals (BHAG)

What Is Big Hairy Audacious Goal (BHAG)?

A big hairy audacious goal, or BHAG, is a clear and compelling target for an organization to strive for

	7 BHAG	PIC	Buddy	Div/Dept. Related
	Roll Out Performance Management	Verosito	Toni	All Div
1	Cascading KPI into Staff Level		Teguh	HR
	Renewal Competency Definition & Evaluation		Luki	OSM
2	Create Data Science & Center/Marketing Analytics Tools	Toni	Ubay	Data Science & Center
2			Yulius	IT
3	Develop Talent Management		Febby	HR
3	Create Organization Culture - Potential Talent	Teguh	Aslam	All Div Head
4	Allocation OTB, Replenishment, Pooling & Balancing, & Six Month Plan by Al	Ruth	Yaneke	Data Science & Center
4			Data Science Dept. Head	Buyer
	Omni Channel (Benchmark - Uniqlo)		Nia	Marketing
5		Hesty	Christina	IT
				Sales Operation
	Digital Marketing by AI		Gisel	Data Science & Center
6		Laura	Performance Marketing Dept. Head	Marketing
				IT
	Process Re-Engineering (2 Breaktrough Process per Division)	Luki	Melly	OSM
7	Adopting Robotic Process Automation (RPA)		OSM Dept. Head	Data Science & Center
′	Process Should Be Data Recorded, Traceable & Measurable			IT
				All Div Head

Building Up Our Resources The Seven BHAG



