

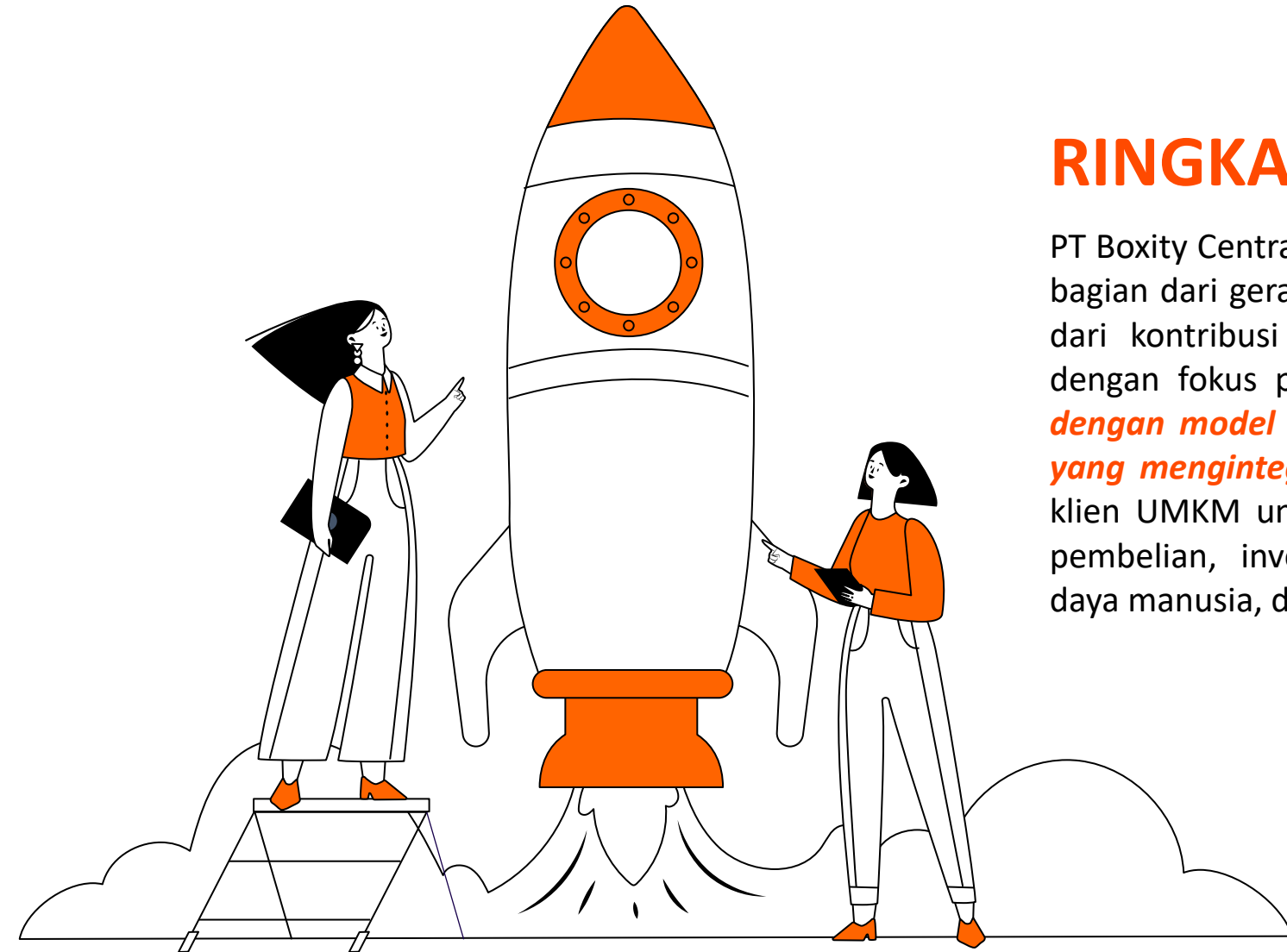


PITCH DECK BOXITY

#GoDigitalWithBoxity



Introduction



RINGKASAN

PT Boxity Central Indonesia didirikan pada tahun 2020 untuk menjadi bagian dari gerakan go-digital Indonesia dan menjadi bagian penting dari kontribusi UMKM dalam pembangunan ekonomi Indonesia, dengan fokus penuh pada pengembangan ***aplikasi ERP dan SaaS dengan model mobile dan aplikasi web***. Kami membangun ***sistem yang mengintegrasikan*** semua proses bisnis yang dibutuhkan oleh klien UMKM untuk menjalankan bisnisnya mulai dari perencanaan, pembelian, inventaris, penjualan, pemasaran, keuangan, sumber daya manusia, dan lain-lain.

Problem



Lebih dari **70%** Usaha Mikro, Kecil, dan Menengah (UMKM) di Indonesia masih belum *Go-Digital*.



Problem

Hal ini menyebabkan banyak tugas yang berulang, keuangan yang kacau, kesulitan menjangkau data pelanggan, *berkontribusi terhadap pertumbuhan ekonomi nasional dengan mengembangkan bisnis UMKM.*

Complexity

Membutuhkan pengalaman, pelatihan, dan solusi yang signifikan untuk digunakan secara efektif.

Agility

Kikuk, **lambat**, dan ketinggalan jaman

Security

Semua keamanan ditangani secara internal termasuk dukungan TI, peningkatan keamanan di lokasi, dan *penyimpanan cadangan di lokasi lain*

Resources

Memerlukan tim TI internal, ruang untuk penyimpanan, dan **waktu yang signifikan untuk pelatihan.**

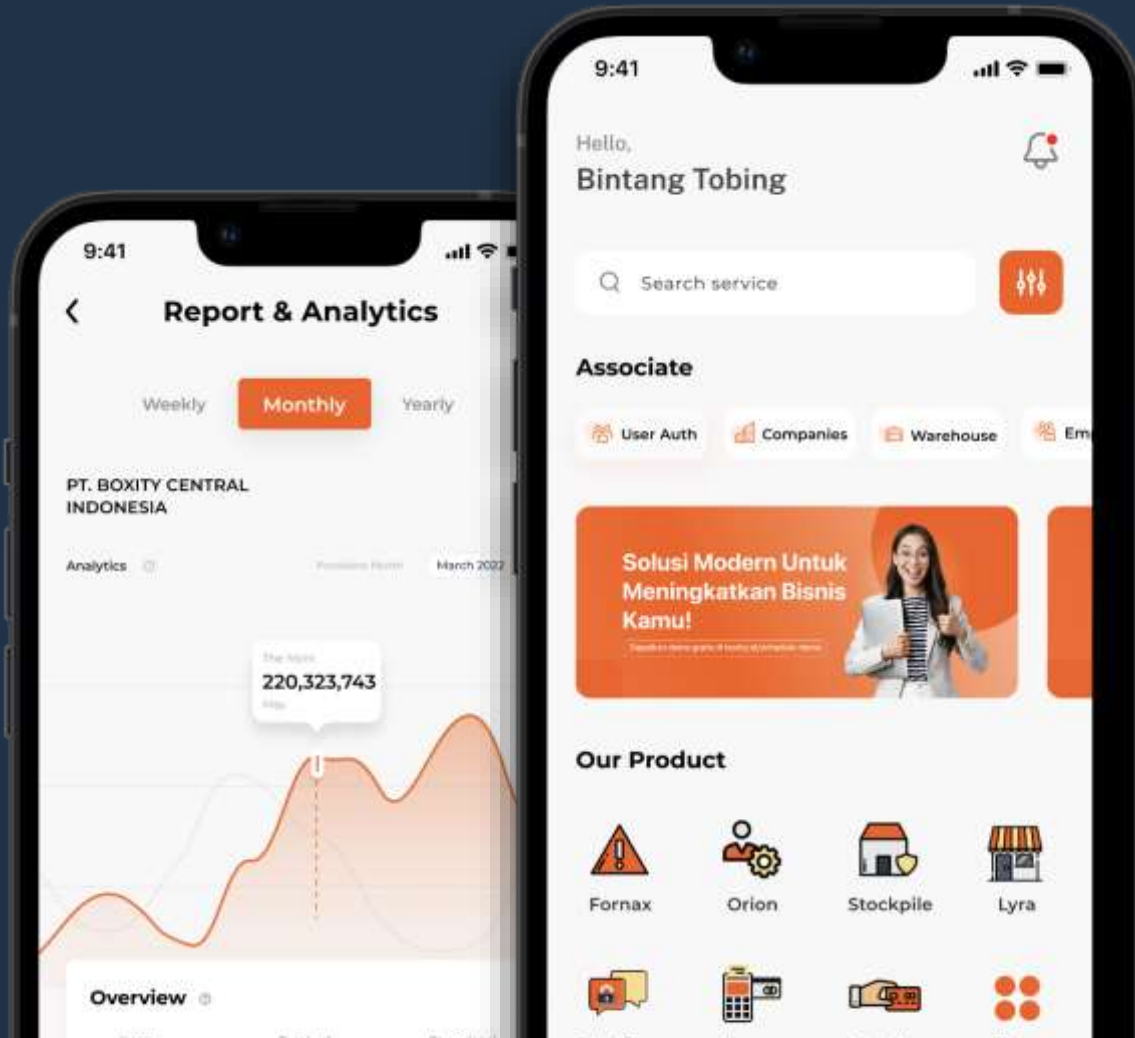
Risk

Peningkatan risiko kehilangan data dan pelanggaran keamanan karena pencurian, bencana alam, dll

Business should modernize legacy applications - imaginovation.net

Solutions

Membangun ERP dan SaaS dalam aplikasi **mobile dan web** yang didesain untuk dapat digunakan baik oleh UMKM maupun perusahaan yang sudah mapan.



BOXITY FOUNDED



Complexity

Dirancang agar **mudah digunakan** dan dapat digunakan oleh UMKM dan perusahaan mapan



Agility

Terus **meningkat** dan **berkembang**



Resources

Tidak diperlukan **sumber daya tambahan**



Security

Semua keamanan ditangani oleh bisnis global dengan pemantauan 24/7 khusus



Risk

Lebih sedikit risiko karena skala dan spesialisasi bisnis Bantuan SaaS

Market Size

Peluang pasar ERP & SaaS yang besar **secara global**

\$ 716.52 BILLION

Diharapkan tumbuh pada tahun 2028 dengan CAGR sebesar 27,5% selama periode 2021-2028

\$100M
2018

\$400M
2023

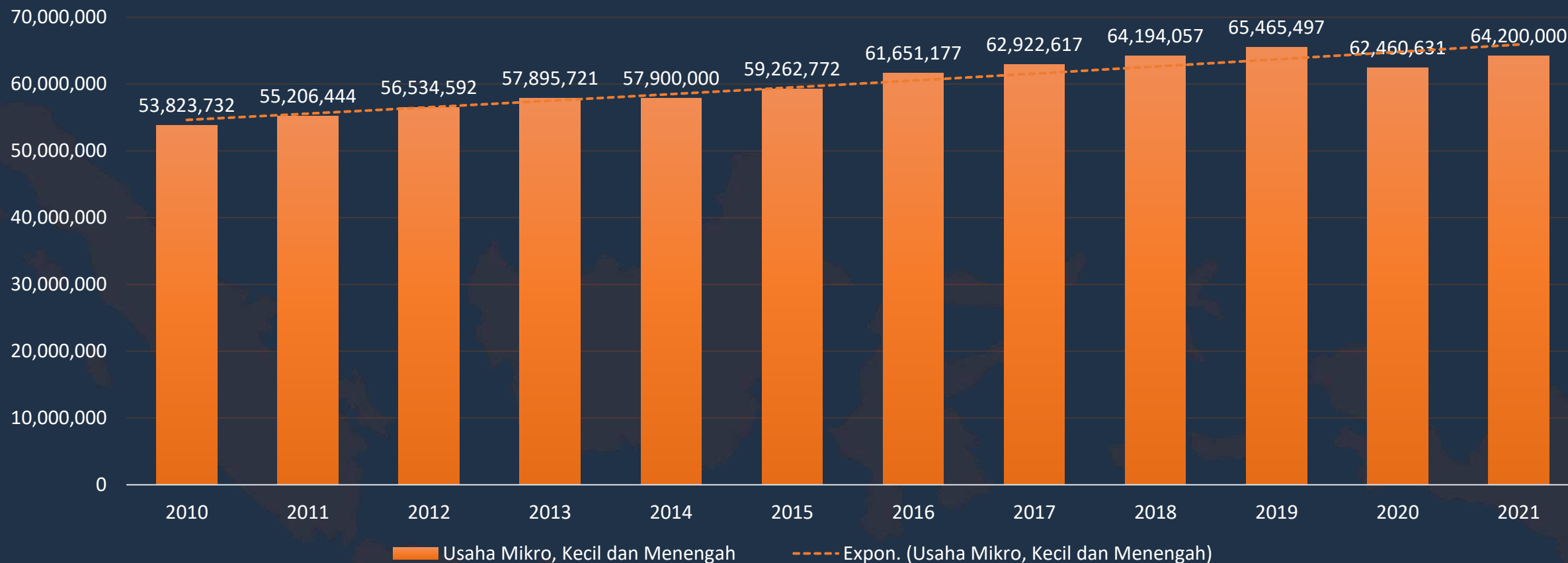
Ukuran pasar ERP & SaaS di Indonesia tumbuh **31,9%** dalam 5 tahun

ERP / Software as a Service (SaaS) expected market size in 2028 - fortunebusinessinsights.com

SaaS Wave in Indonesia - theravenry.com

Market Size

Target utama 55% kami adalah UMKM, fokus di Indonesia

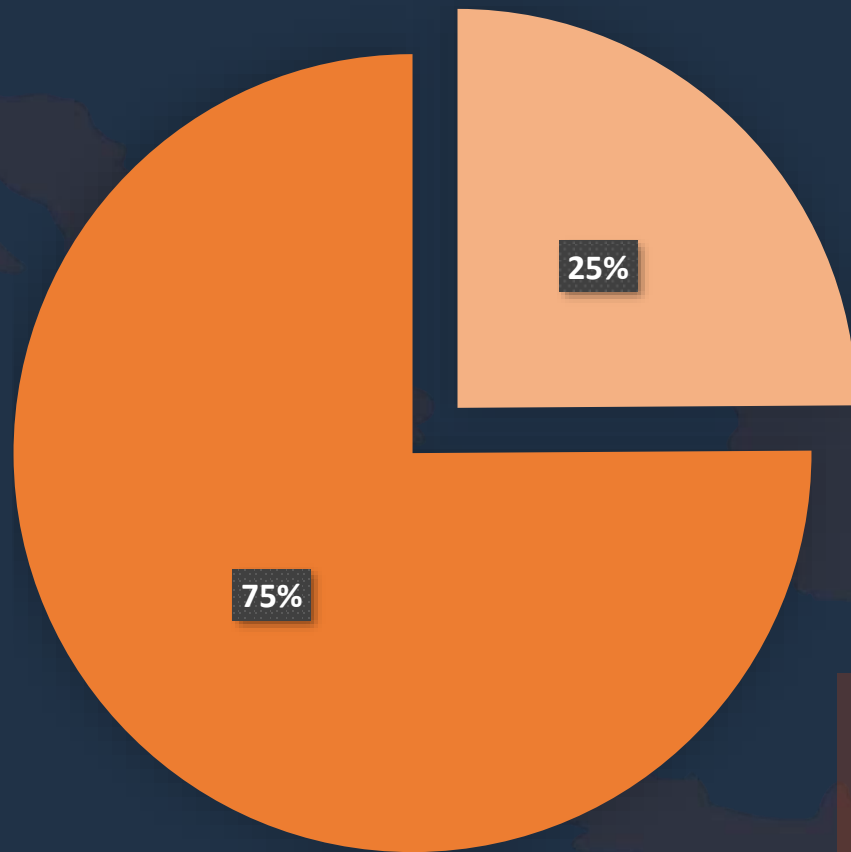


MSMEs Data - kemenkopukm.go.id

Tabel Perkembangan UMKM pada Periode 1997 -2013 - bps.go.id

Market Size

UMKM yang belum tersentuh Go-Digital



Berdasarkan jumlah total **UMKM** pada tahun 2021

64,200,000

- UMKM Onboarding Go-Digital
- Not touch Go-Digital

The Number of Go Digital MSMEs Increases 99% During the Pandemic – Beritasatu.com

Market Size

Spesifikasi detail pasar

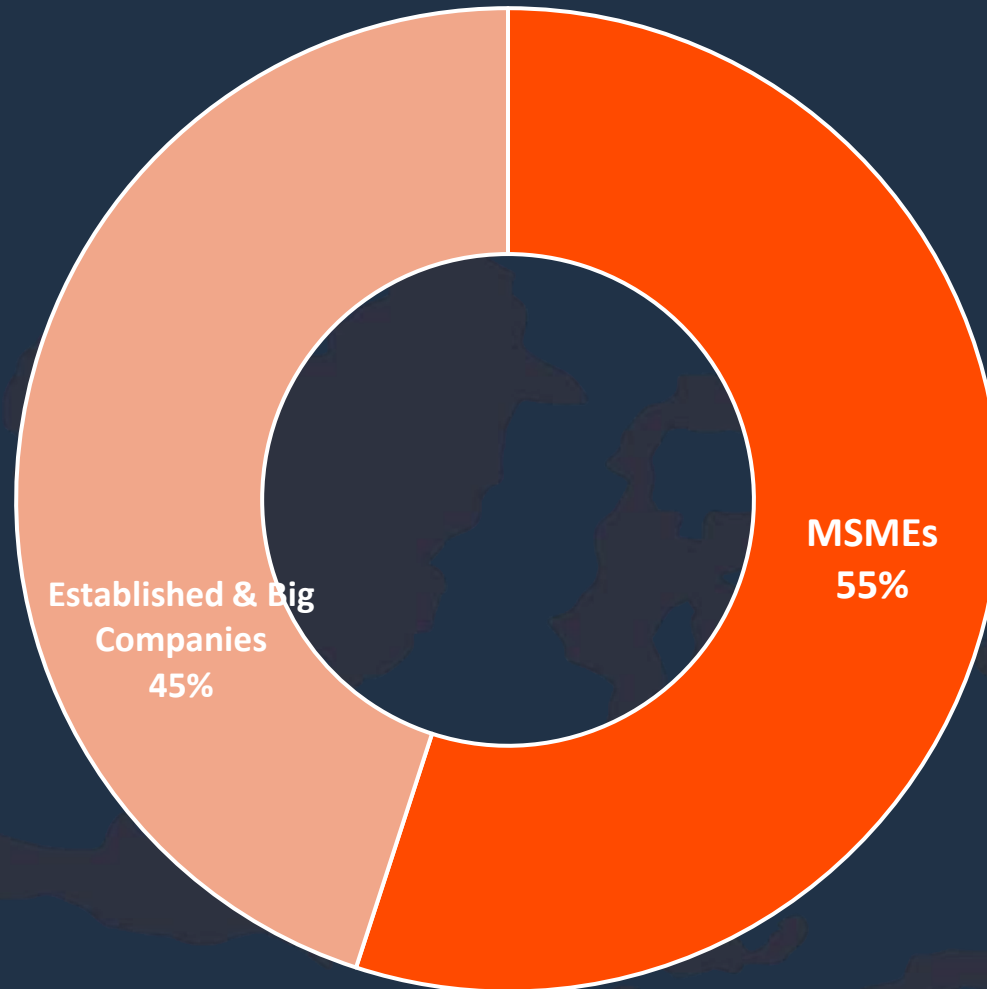
>2B / year

Turnover per year



>100

Employees



<2B / year

Turnover per year



<100

Employees



Market Validation

Validasi Analisa tren pasar ERP & SaaS

2021, has a value

\$145,5B

Annual growth rate is

18%

Projected to grow to

\$171,9B

Between 2021 and 2022

Expected to reach

\$369,4B

In 2024

SaaS growth can
generate between

\$5M-\$100M

In annual recurring revenue

Business Model



\$400 Million

Nilai Pasar

Ukuran pasar ERP & SaaS di Indonesia tumbuh **31,9%** dalam 5 tahun



\$977

Harga Rata-Rata

Biaya rata-rata untuk biaya lisensi dan pemeliharaan untuk 1 tahun, 3 tahun, dan 5 tahun penagihan.



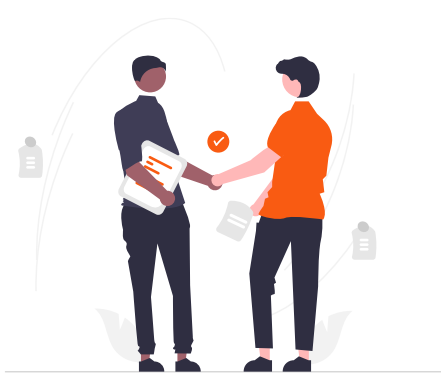
\$8,1 Billion

Revenue Projections

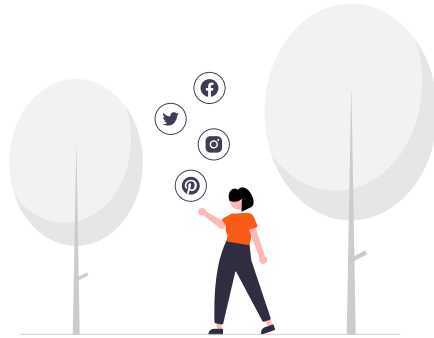
Proyeksi laba bersih dihitung dari 2023 hingga 2028

How it works

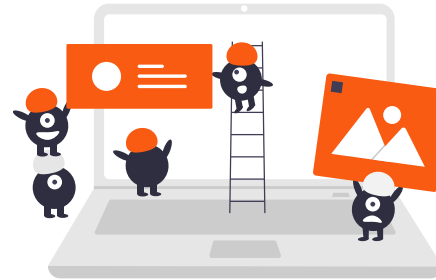
Boxity juga telah dengan hati-hati mengembangkan beragam rencana pemasaran yang dimaksudkan untuk menjaga merek kami di hati dan pikiran pelanggan kami yang sudah ada dan calon pelanggan, memungkinkan kami untuk terus memperluas jangkauan dan mengembangkan bisnis kami.



Personal sales



SEO & Social



Content Marketing



**Offline / Online
Promotion**



**Cooperating with several MSME
associations and institutions**

ORION

HUMAN RESOURCES & INFORMATION SOFTWARE

Manage employee data, attendance and administration
with cloud-based HR app



- ✓ **Integration** of reports, sales and more via email
- ✓ **Optimized and comprehensive** data reports
- ✓ **Optimized and protected** data storage
- ✓ **Multiple payment** options

More information:

boxity.id/products/lyra

STOCKPILE

WAREHOUSE MANAGEMENT SYSTEM

Manage goods in your warehouse optimally, real-time and can be accessed anywhere.



- ✓ **Integration to multiple** warehouses and multiple companies
- ✓ **Real-time visibility** on inventory and stock
- ✓ Manage warehousing operations in **one applications**

More information:

boxity.id/products/stockpile

LYRA

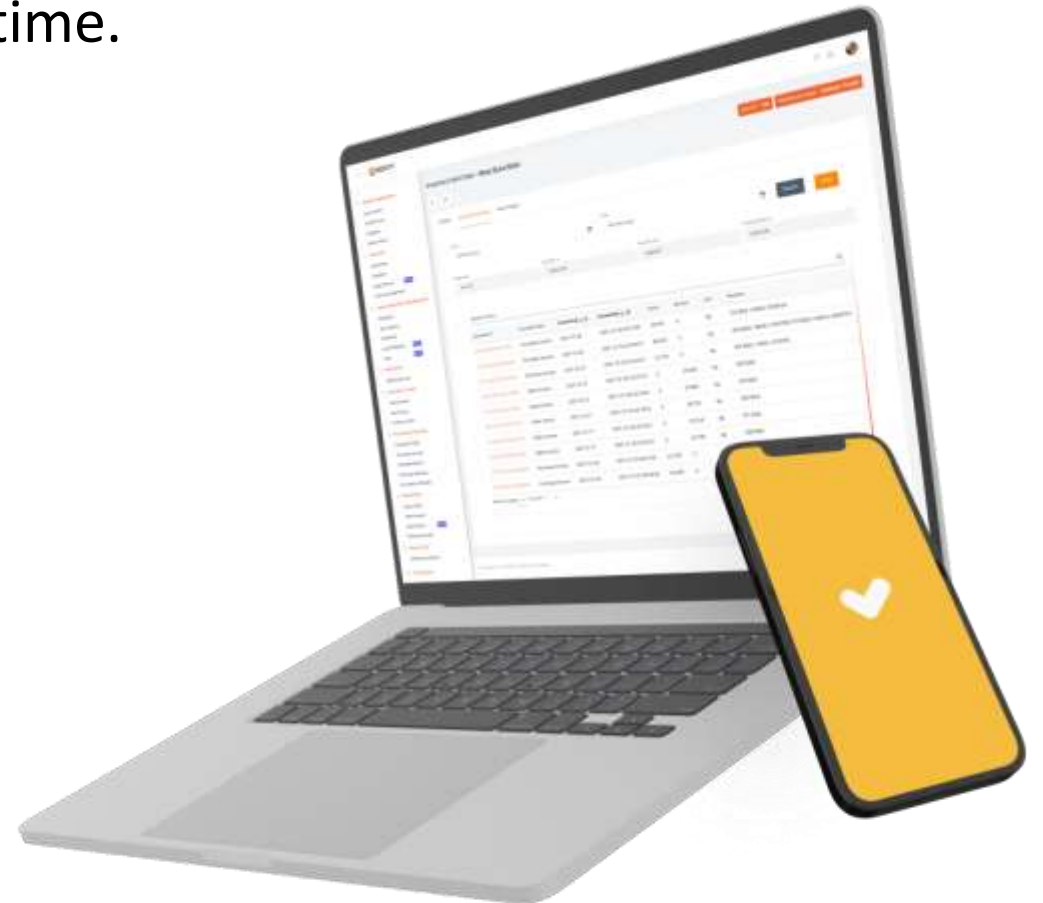
E-COMMERCE MANAGEMENT SYSTEM

Manage online store data optimally and in real-time.

- ✓ **Integration of** reports, sales and more via email
- ✓ **Optimized and comprehensive** data reports
- ✓ **Optimized and protected** data storage
- ✓ **Multiple payment** management options

More information:

boxity.id/products/lyra



LUNAR POS

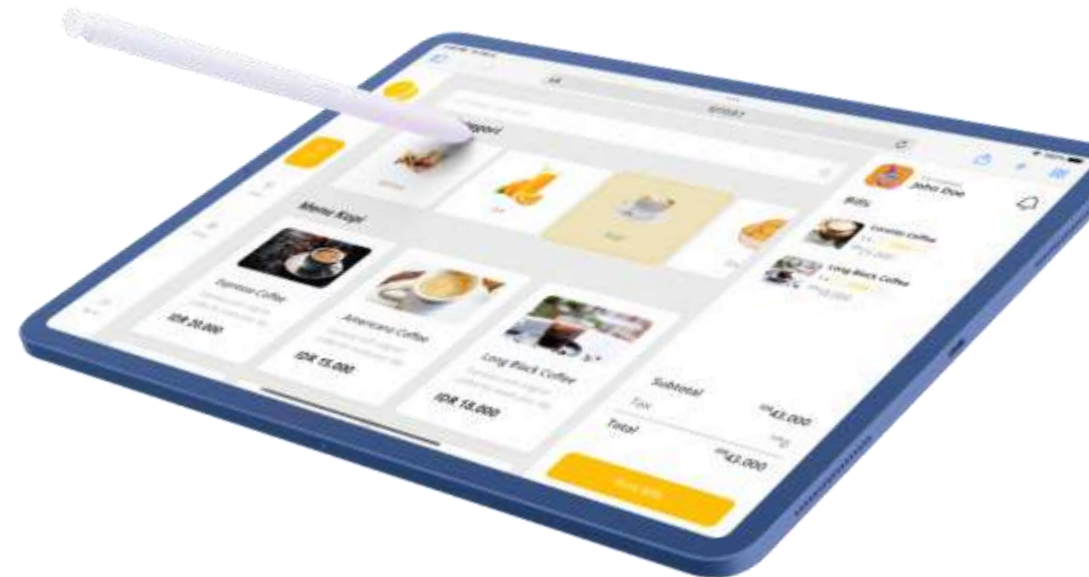
POINT OF SALE CLOUD BASED

Sell online, sell offline easily and anywhere with Lunar by Boxity.

- ✓ Access **online and offline**
- ✓ **Safe** because of order management
- ✓ **Manage items** with comprehensive stock reporting
- ✓ **Integration with** payments and dashboards in ERP Boxity

More information:

boxity.id/products/lunar



FORNAX

ISSUE CENTRE MANAGEMENT SYSTEM

Manage management issues, team and everyone involved with your company optimally to keep your team running well.

- ✓ **Accurate** with target time
- ✓ **Safe** because of monitoring and approval
- ✓ **Automated reporting** with email integration
- ✓ **Priority** management and accountability

More information:

boxity.id/products/fornax



CHATIFINE

ENCRYPTED COMPANY CHAT SYSTEM

Communication is more convenient, safe with the Chatifine by Boxity chat application.

- ✓ **Privacy** is better protected
- ✓ **Accessibility** from multiple devices

More information:

boxity.id/products/chatifine



Team



Bintang Tobing | Founder & CEO

Bintang Tobing has over 6 years of leadership experience in youth-church organizations and engineering organizations. He also has experience in technology with over 4 years as a full-stack engineer in the web application section.



Dadan Suhamdani | CTO

Dadan has more than 7 years in the field of information technology and has a focus on systems management. He is responsible for Boxity's technical vision, heading up all aspects of our technological development, strategic direction, development, and future growth.



Shela Hutauruk | COO

Shela has completed her bachelor's degree in law at the University of North Sumatra and in 2022 it is her graduation plan to get a master's degree. She oversees all of Boxity's ongoing operations and procedures and is responsible for driving Boxity to achieve and surpass sales, profitability, cash flow, and business goals and objectives.

Competitive Analysis – from Feature

FEATURE	Boxity	Mekari	Phincon	AscendERP	Forca ERP
Customer Relationship Management (CRM)	✓	✓	✓	✓	✓
Human Resources Information System (HRIS)	✓	✓	✓	✓	✓
Warehouse management system (WMS)	✓		✓	✓	
Inventory Item Management	✓			✓	
Payroll Automated System	✓	✓		✓	
Hotel management system	✓			✓	
Finance & Accounting System	✓	✓		✓	
Easy Installation	✓	✓	✓		
iOS & Android Implementation	✓				
Cloud Based (Hybrid)	✓	✓			
User Integrated	✓	✓		✓	
Chat in-site system	✓	✓			

The beside chart demonstrates that our system strikes the balance between needs, features, and pricing scheme. Established players such as SAP may have higher time efficiency, however, it equates to much higher prices which young and growing companies may not be able to afford. *Companies such as Forca ERP, Ascend ERP, Phincon, and Mekari* may have the same price range as us, but they offer fewer modules. Moreover, we can provide a more efficient system installation, personalized environment, user-friendly design, mobile applications, and faster application implementation compared to the others. We've also tied a distinct set of competitive advantages into Boxity ERP, which will help us differentiate from these competitors and ascend to a market leadership position.

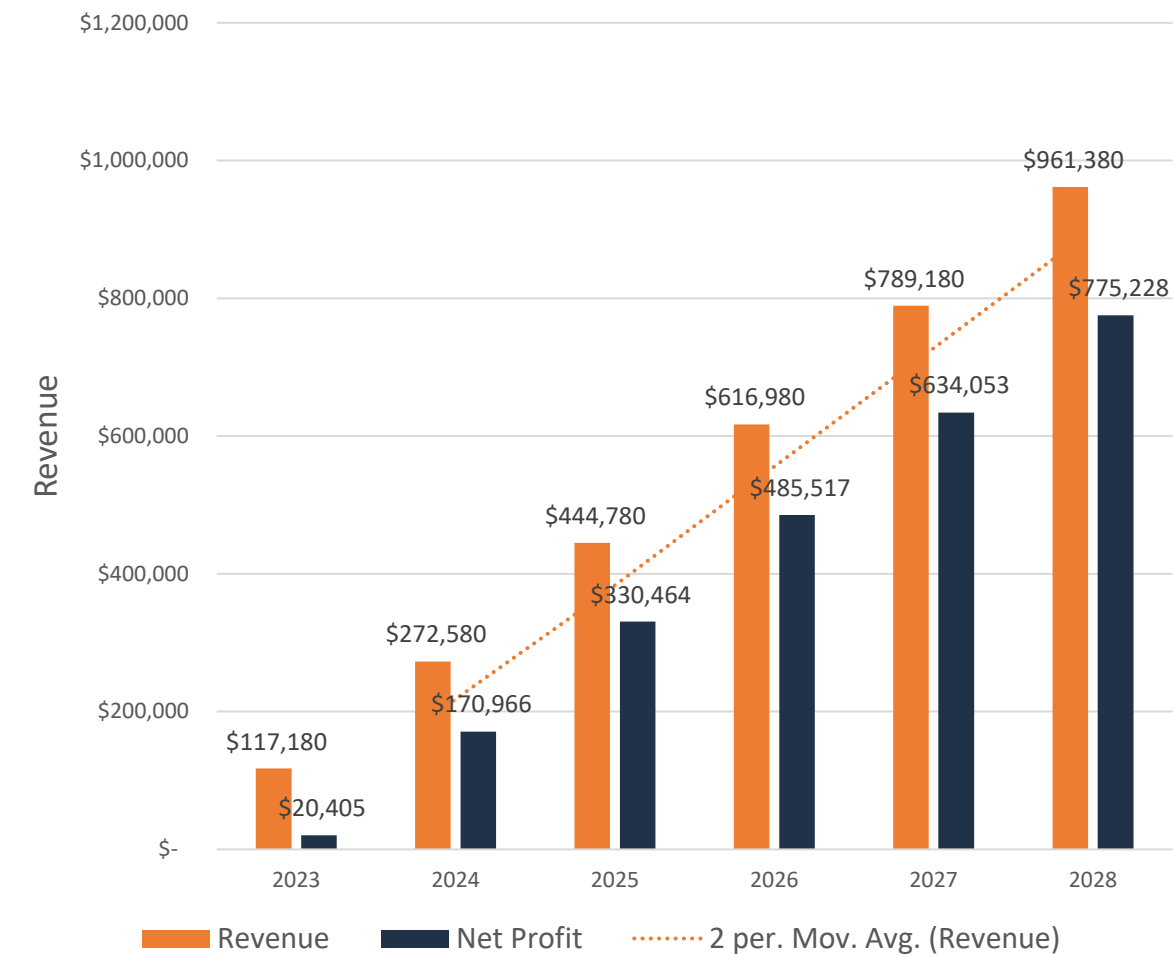
With the competitors being firmly entrenched in the competitive landscape, gaining market share amongst them will be no easy task. Nonetheless, the market is sizable and has great growth potential, therefore there is plenty of room for new entrants like us.

Competitive Analysis – Landscape



Financials Projection

5 Years Revenue-Net Profit Projections in USD

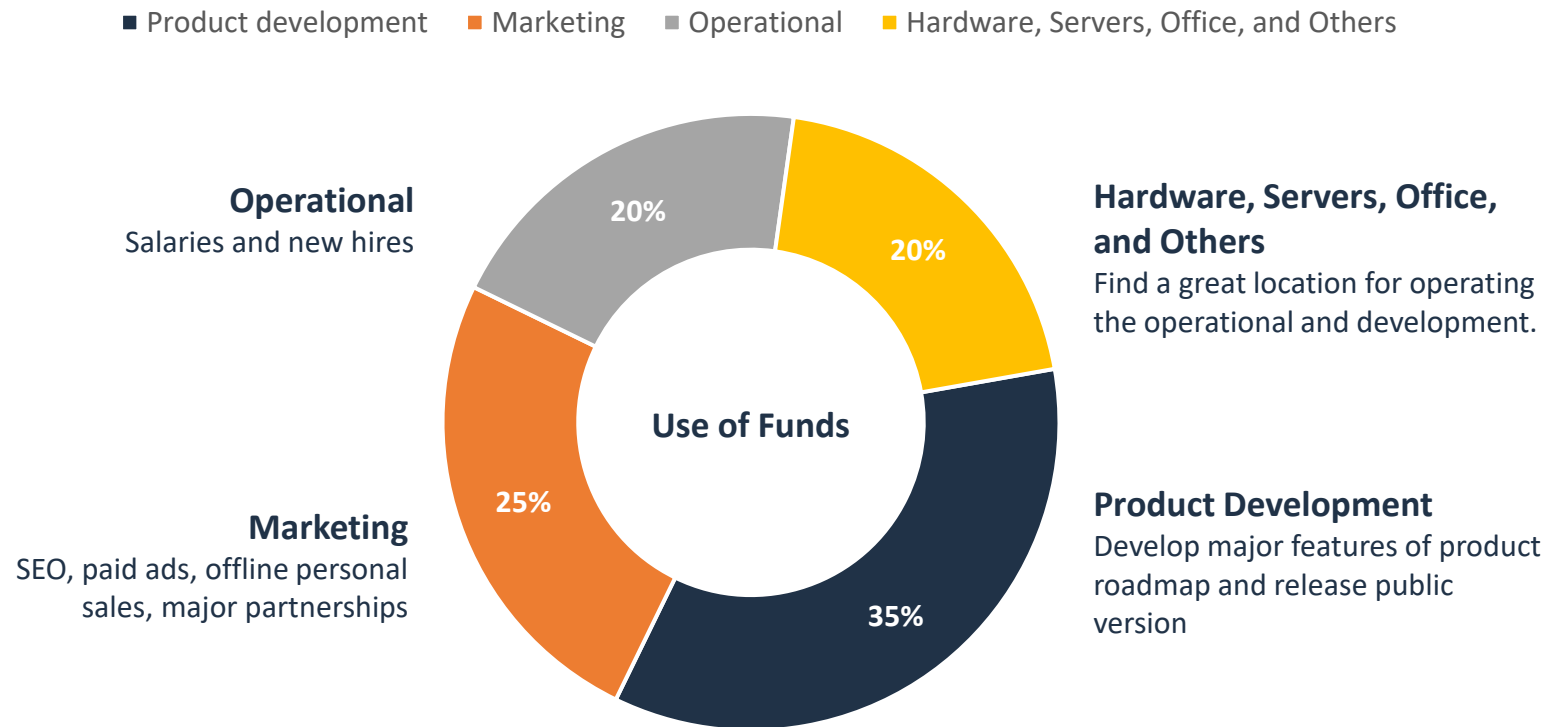


	2023	2024	2025	2026	2027	2028
Revenue	117,180	272,580	444,780	616,980	789,180	961,380

Expenses						
Marketing	13,230	13,892	15,628	17,972	21,207	25,449
Development	73,710	77,396	87,070	100,130	118,154	141,785
Operational	7,875	8,269	9,302	10,698	12,623	15,148
Office Space	1,960	2,058	2,315	2,663	3,142	3,770
Total Expenses	96,775	101,614	114,315	131,463	155,126	186,151
Net Profit	20,405	170,966	330,465	485,517	634,054	775,229

The Ask

Kami mencari **\$100.000 untuk 10% saham**, dalam bentuk dana untuk mendorong dukungan pertumbuhan perusahaan -- termasuk manufaktur, pengembangan berkelanjutan dari platform kami, dan upaya pemasaran untuk terus memperluas merek Boxity. Sisa dana akan dialokasikan sebagai modal operasional.



Boxity Central Indonesia

#GoDigitalWithBoxity

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