

## Indonesian Distributor for Major FMCG Principals



**2012**

Established

**\$232M**

2022P Revenue

**\$19.1M**

2022P Gross Profit

### Supported by Strong Technology

The Company utilizes technology in its operations in order to provide a uniquely efficient, effective, and convenient service for principals.



#### **Transparent & Effective**

Enables principals to view the business transparently and optimize effectiveness in traditional sales channels.



#### **Highly Efficient**

End-to-end process that allows for a unique 1-day settlement policy, thus generating efficiency in working capital, human capital, and business process.



#### **Convenient for Principals**

The Company provides detailed financial and sales reports for Principals to aid them in Distribution Management.



#### **Access to Large Difficult-to-Reach Segment of Retailers**

The Company provides access to the large, yet difficult to reach, segment of retailers in Indonesia, which account for the majority of retailers in the country.

### Massive Sales Coverage

- **65** Branches
- **60K+** Retail Stores
- **12K** Whole Sellers
- **1.3K+** Employees

## Key Partners of The Business



## Outstanding Reputation Among Top FMCG Companies

- 1<sup>st</sup> Rank Distributor by Unilever General Trade
- 1<sup>st</sup> Rank Distributor by Nestle General Trade
- 1<sup>st</sup> Rank Distributor by Unicharm General Trade

## Team Information

### Founder & CEO

- Over 15 years of experience in the FMCG industry
- Founder and President Director of a (motorist) distribution company
- Advisor of a Business Ecosystem Solution that aligns principals, distributors, wholesalers, and retailers.

### Co-Founder & COO

- 15+ years of experience in the FMCG industry
- Commissioner of a motorist distribution company.
- Advisor of a Business Ecosystem Solution that aligns principals, distributors, wholesalers, and retailers.

## Financials (USD)

	2021	2022P	2023P	2024P	2025P
Revenue	\$136.5M	\$232M	\$447.6M	\$739.3M	\$1.1B
Gross Profit	\$11.7M	\$19.1M	\$35.8M	\$59.8M	\$93.0M
Net Profit	\$256.0K	\$2.9M	\$9.7M	\$25.9M	\$40.8M
EBITDA	\$4.2M	\$7.8M	\$12.1M	\$28.3M	\$45.5M

The projected revenue is expected to be over \$1.1B as new warehouses are being established

## Seeking Growth Capital