

Trakindo 

SHARING SESSION: East Indonesia's Contract Performance

Palembang, 5 Oktober 2023

Erza Riani; Priscillia Augie

Commercial & Contract Management

Confidentiality Status **Yellow**

ADVANCING YOU FORWARD >>>®

Copyright © 2023 PT Trakindo Utama. All Rights Reserved.

PROTOKOL KESELAMATAN & KESEHATAN



Pastikan Anda mengetahui nomor telepon darurat, jalur evakuasi, dan First Aider/ Floor Warden di lokasi Anda.



Perhatikan ergonomi posisi kerja dan bahaya sekitar tempat kerja Anda.



Jangan melakukan virtual meeting sambil menyetir kendaraan.



Laksanakan PHBS (Perilaku Hidup Bersih dan Sehat): Mencuci tangan dan memakai masker jika diperlukan.

TATA LAKSANA VIRTUAL MEETING



Matikan mikrofon Anda saat tidak dalam giliran berbicara.



Gunakan raise hand bila ingin bertanya atau menginterupsi.



Jaga kerahasiaan informasi Perusahaan.



Tidak diperkenankan untuk mengambil gambar (foto, screen capture, screen recording).

SAFETY & HEALTH PROTOCOL



Please acknowledge emergency phone numbers, evacuation route, First Aider & Floor Warden in your location.



Adjust your working position according to ergonomics standards.



Do not conduct virtual meeting while driving.



Implement Clean and Healthy Behavior (PHBS): wash hands regularly and wear mask when required.

VIRTUAL MEETING GROUND RULES



Mute your microphone when it is not your turn to speak.



Use raise hand to ask question or interrupt.



Keep the confidentiality of company's information.

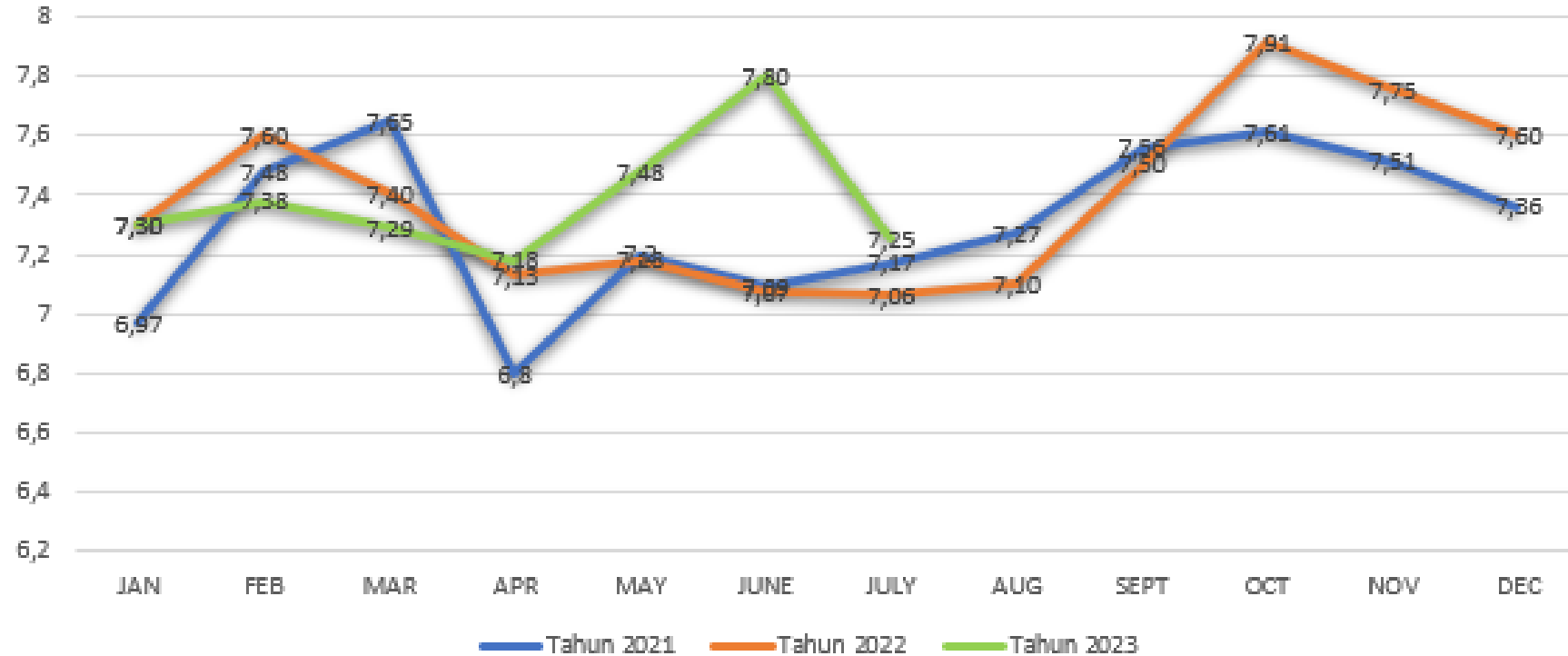


Do not take picture and/or record the presentation (screen capture/recording).

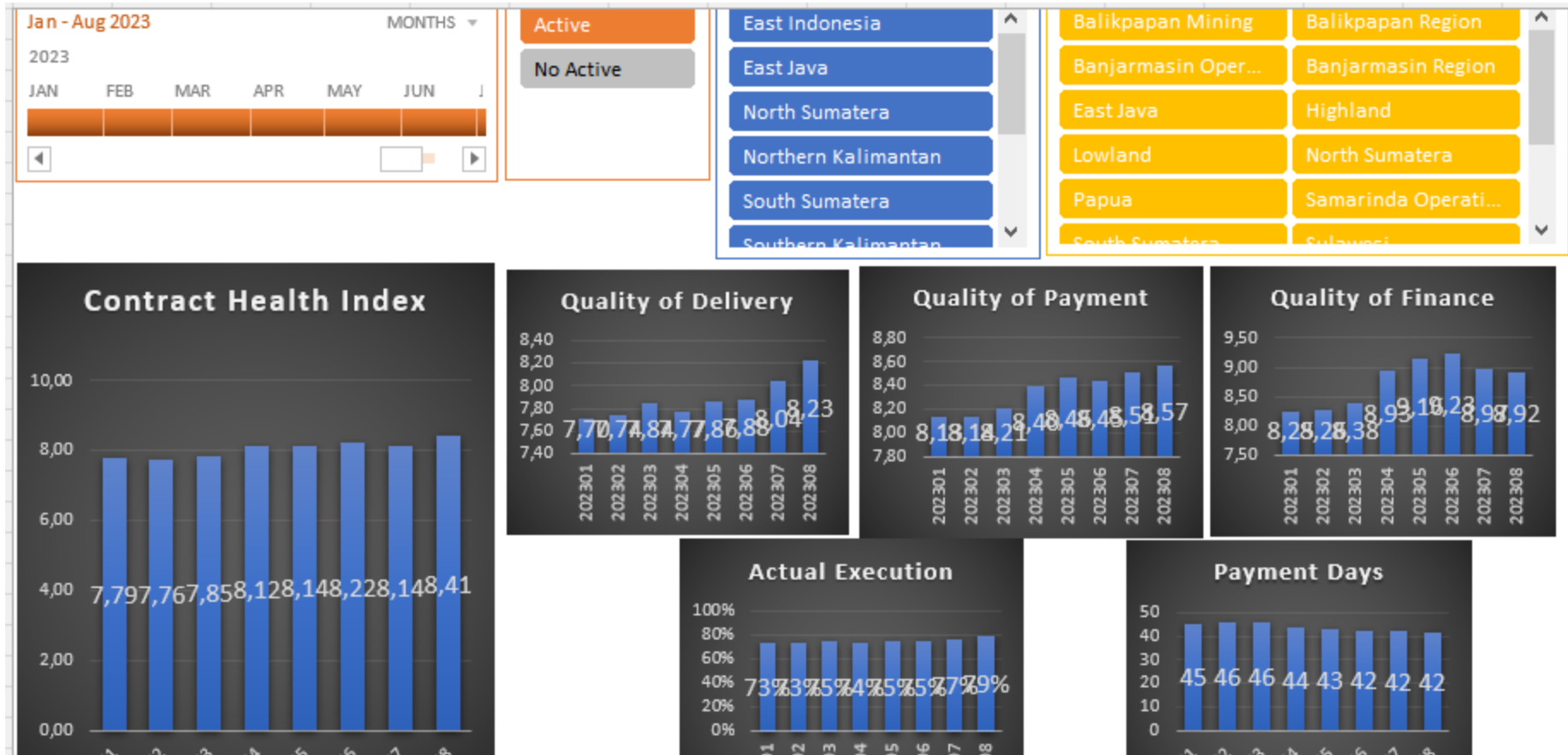
CONTRACT PERFORMANCE OF GORONTALO (EAST INDONESIA)

East Indonesia's Performance

CSA PERFORMANCE SCORE - EAST INDONESIA



East Indonesia's Contract Performance



East Indonesia's Contract Health Index

<< Back

Contract Health Index CVA PM Contract

Indicator	Score
Bad	0 - 5.9
Moderate	6.0 - 7.9
Good	8.0 - 9.9
Very Good	≥ 10

Contract Health Index	Weighting
Quality of Delivery	60%
Quality of Payment	20%
Quality of Financial	20%

Quality of Delivery/Execution:
Measuring contract health with assessed from the fulfillment and timeliness of services that Trakindo deliver to Customer according to agreed schedule in contract.

KPI Calculation: Percentage (%) of total event Trakindo deliver On Time compare to Total Event has due.

Quality of Payment:
Measuring contract health with assessed from the timeliness customer payment invoice according to payment term in contract.

KPI Calculation: Percentage (%) of payment term in contract compare to average payment days customer

Quality of Financial (Margin):
Measuring contract health with assessed from the profit/margin for each events compare to target profit/margin.

KPI Calculation: Difference between %actual margin and %target margin

Region	Branch	Customer	Contract Number	Start Date	End Date	Contract Health Index	Quality of Delivery			Quality of Payment			Quality of Financial		
							Actual	Score	Rating	Avg Payment Days	Payment Days Target	Score	Rating	Score	Rating
Sulawesi	Gorontalo	PT. HARMONIS PERKASAINDAH POHUWATO	CSAE/0B42/3/09/2019	01-Oct-19	30-Sep-23	6,80	62%	7,00	4,20	213	30,00	2,00	0,40	11,00	2,20
Sulawesi	Manado	CV. GALANTRI JAYA	CSAE/0B42/1/09/2019	01-Oct-19	30-Sep-23	6,00	56%	6,00	3,60	620	30,00	1,00	0,20	11,00	2,20
Sulawesi	Makassar	PT. BANK MEGA TBK	001/CSA/PMPC-MKS/1/2015	01-Feb-15	31-Jan-24	10,40	93%	10,00	6,00	19	30,00	11,00	2,20	11,00	2,20
Sulawesi	Palu	PT. BALANTAK SIRTU UTAMA	01/CVA/PLW/IV/2020	01-Jun-20	31-May-24	3,80	46%	5,00	3,00	152	30,00	2,00	0,40	2,00	0,40
Sulawesi	Palu	PT. SIRTU KARYA UTAMA	005/CSA/PM-PLU/IV/2020	01-Jun-20	31-May-24	6,60	68%	7,00	4,20	145	30,00	3,00	0,60	9,00	1,80
Sulawesi	Gorontalo	PT. YAVITA PERDANA	002/CSAE/0B42/VIII/2020	01-Sep-20	31-Aug-23	6,20	50%	6,00	3,60	76	30,00	4,00	0,80	9,00	1,80
Sulawesi	Palu	PT. SINERGI PERKEBUNAN NUSANTARA	CSAE/01/PLU/III/2021	01-Apr-21	31-Mar-24	5,80	69%	7,00	4,20	42	30,00	8,00	1,60	0,00	0,00
Sulawesi	Ternate	PT. WEDA BAY NICKEL	CSAE/0B43/01/04/2021	01-Apr-21	31-Mar-23	6,60	89%	9,00	5,40	122	30,00	3,00	0,60	3,00	0,60
Sulawesi	Makassar	BALAI BESAR KESEHATAN PARU MASYARAKAT	CVAE/0B41/1/04/2021	01-May-21	31-Dec-23	7,00	75%	8,00	4,80	7	30,00	11,00	2,20	0,00	0,00
Sulawesi	Ternate	PT. MALUKU UTARA METAL INDUSTRY	CSAE/0B43/3/07/2021	01-Jun-21	31-May-23	5,20	75%	8,00	4,80	195	30,00	2,00	0,40	0,00	0,00
Sulawesi	Palu	PT. ESAPUTLII PRAKARSA UTAMA	CVAF/0B47/1/05/2021	01-Jul-21	30-Sep-23	8,00	100%	10,00	6,00	32	30,00	10,00	2,00	0,00	0,00
Sulawesi	Mining Man	CV. BAJASAKTI TRANS PERKASA	CSAE/0Z02/1/04/2021 (M)	12-May-21	28-Feb-23	8,60	92%	10,00	6,00	26	30,00	11,00	2,20	2,00	0,40
Sulawesi	Makassar	BUT. REPRESENTATIVE OF MITSUBISHI CORP	CV2/0B41/1/07/2022	01-Jun-22	30-Sep-23	8,60	66%	7,00	4,20	6	30,00	11,00	2,20	11,00	2,20
Sulawesi	Makassar	BENDAHARA PENGELUARAN ATKP MAKASSAR	CVAE/0B41/2/02/2022	01-Mar-22	31-Mar-23	10,40	100%	10,00	6,00	12	30,00	11,00	2,20	11,00	2,20
Sulawesi	Palu	BANK NEGARA INDONESIA	CV2/0B47/3/11/2022	01-Jan-23	31-Dec-23	8,00	100%	10,00	6,00	32	30,00	10,00	2,00	0,00	0,00
Sulawesi	Manado	UPTD RUMAH SAKIT MATA MASYARAKAT PROVINSI	CV2/0B42/1/02/2023	01-Jan-23	31-Dec-23	10,40	100%	10,00	6,00	12	30,00	11,00	2,20	11,00	2,20
Sulawesi	Palu	BAYU BARWAN S.	CV2/0B47/1/10/2022	01-Feb-23	29-Feb-24	6,20	50%	6,00	3,60	-10	30,00	11,00	2,20	2,00	0,40

One Team One Goal



Erza Riani; Priscillia Augie

Commercial & Contract Management

erza.riani@trakindo.co.id

priscillia.augie@trakindo.co.id

The content of this presentation may not be used, duplicated or transmitted in any form without the written consent from PT Trakindo Utama.

Copyright © 2022 PT Trakindo Utama. All Rights Reserved.