



## Milestone Portofolio Bisnis

### LOGISTIK :

- 2021 STORI Logee
- 2022 *Freighter (Air Cargo Domestic), Material Handling Equipment*
- 2023 *Logistik Gov BUMN/D Energi, Pasar Wholesale & International*
- 2022 – 2023 *Platform Digital Logistik, Infrastruktur kargo & warehousing*
- 2024 *Launching GLID*

### CEP :

- 2021 PosAja!, CRM Tools, Oranger Mawar & Komunitas, *New platform bisnis end-to-end*
- 2022 Database kurlog di Clouds, Uji coba EV/e-bike, *New CRM*
- 2023 Akuisisi 3 Juta UMKM, 1.000 AM Pasar *Wholesale & International*
- 2021 – 2022 Integrasi *Pick Up Service* PosAja!
- 2022 – 2023 SPP Jakarta Timur (RFID, RPA, conveyor), *War room*, Optimalisasi jam layanan
- 2024 PosAja UMKM, Integrasi PosAja dengan MyTelkomsel dan BRI Mo

### JASA KEUANGAN :

- 2021 Pospay Fitur QRIS di Pospay, Pospay Agen Platinum
- 2022 Fitur Syariah di Pospay, Fitur : *Lending, Saving, Insurance & Investment* di Pospay
- 2023 *Digital Payment & Solution E-meterai* di Pospay, *Sistem Fronting* di Pospay
- 2022 – 2023 SuperApps
- 2021 – 2022 – 2023 *Fund Dist* Pemerintah Pusat/Daerah
- 2024 Penambahan layanan umroh dan wisata halal pada Pospay

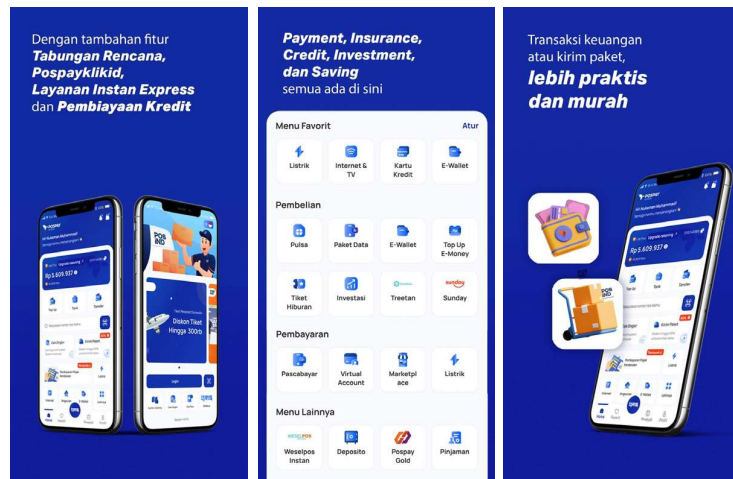
### PROPERTI :

- 2021 *Creative Hub* (Pos Bloc Jkt)
- 2022 *Creative Hub* (Pos Bloc Mdn, Sby), *Aset Management System*
- 2023 *Creative Hub* (Pos Co Bdg), *SIM Aset*
- 2022 – 2023 *Bisnis Konstruksi*, Optimalisasi KC/KCU
- 2024 *Launching* Pos Bloc Surabaya

Selain bertransformasi menjadi *logistic company*, PosIND juga mengubah pendekatan dalam menjalankan bisnis yang semula dilakukan berdasarkan pendekatan produk (*product centric organization*) menjadi pendekatan berbasis pelanggan (*customer centric organization*), yang merupakan strategi bisnis yang berpusat pada kebutuhan pelanggan. Tujuan dari pendekatan ini adalah untuk membangun hubungan yang baik dengan pelanggan, sehingga mereka loyal terhadap produk dan layanan Pos Indonesia.

In addition to transforming into a logistics company, PosIND has also shifted its business approach from a product-centric organization to a customer-centric organization, a business strategy centered on customer needs. The goal of this approach is to build strong relationships with customers, fostering loyalty to Pos Indonesia's products and services.





### Pospay

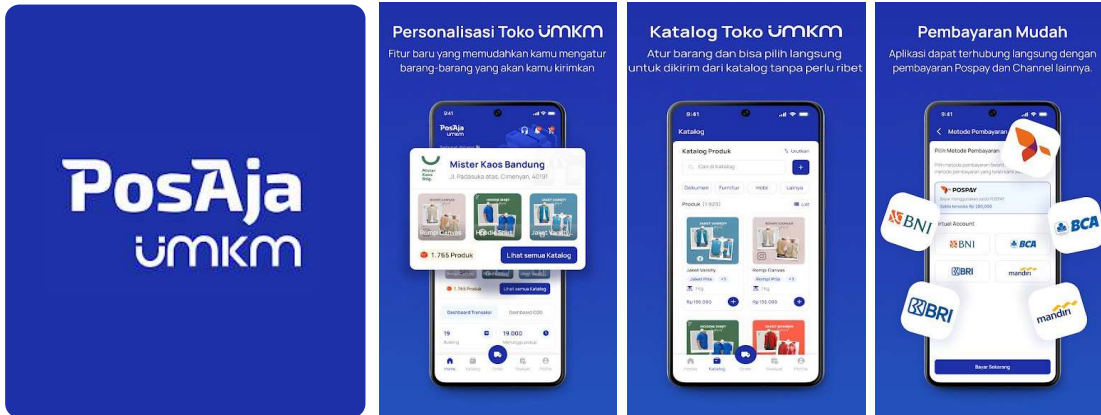
PosPay Mobile adalah platform layanan keuangan terintegrasi dengan layanan kurir yang diluncurkan oleh PosIND. Dengan Pospay Mobile, Anda diberikan kemudahan dan fasilitas layanan transaksi keuangan serta pengiriman barang secara mobile yang dapat diakses kapan saja dan di mana saja. Berikut beberapa fitur yang bisa diakses:

- Fitur Pembayaran Digital: membayar tagihan listrik, PDAM, cicilan Motor, cicilan mobil, BPJS, pembelian pulsa, token listrik, pembayaran *E-commerce*, dan masih banyak lagi.
- Fitur Transfer Uang
- Fitur Tabungan dan Investasi
- Fitur Pinjaman dan Pembiayaan
- Fitur Pengiriman Paket dan Pelacakan Pengiriman.
- Fitur Scan QR Code untuk pembayaran/ pembelian *via merchant/Micro*
- dan lainnya

### Pospay

PosPay Mobile is an integrated financial services platform with courier services launched by PosIND. With Pospay Mobile, you can easily access financial transactions and goods delivery services on the go, anytime, anywhere. Here are some of the features available:

- Digital Payments: Paying electricity bills, PDAM (Water Utility Bills), motorcycle installments, car installments, BPJS (Social Security Insurance), purchasing phone credit, electricity tokens, e-commerce payments, and much more.
- Money Transfers
- Savings and Investments
- Loans and Financing
- Package Delivery and Tracking
- QR Code Scanning for merchant/Micro payments
- and more



### PosAja UMKM

PosAja UMKM adalah platform layanan pengiriman barang untuk pelaku UMKM yang baru diluncurkan oleh PT Pos Indonesia (Persero). Layanan ini dirancang untuk memenuhi berbagai kebutuhan user pelaku UMKM akan layanan kurir dalam mengembangkan bisnis mereka. Dengan didukung tampilan baru yang lebih fresh dan sistem teknologi yang mumpuni, aplikasi ini mendorong user untuk dengan mudah menggunakan berbagai fitur di aplikasi ini dan menemukan berbagai solusi akan kebutuhan layanan kurir. Berikut beberapa fitur dari aplikasi PosAja UMKM:

- Fitur *Order*. Pelanggan dapat melakukan pemesanan kapan saja dan di mana saja melalui aplikasi mobile atau website.
- Fitur Penyimpanan Data Kiriman untuk menyimpan alamat dan data kiriman di menu favorit dan katalog, memudahkan transaksi selanjutnya.
- Produk Kiriman Sesuai Kebutuhan UMKM. Berbagai pilihan produk layanan pengiriman, seperti instan langsung sampai, *sameday*, *nextday*, dan reguler.
- Berbagai Pilihan Metode Pembayaran. Pelanggan dapat memilih metode pembayaran sesuai kebutuhan, seperti COD, *virtual account*, atau melalui Pospay.
- Fitur *Real-time Tracking* dan Dashboard untuk memonitor status kiriman.
- Fitur Promo. Berbagai promo layanan seperti diskon, poin, dan *voucher* dapat diakses secara teratur untuk mendapatkan penawaran menarik.
- dan lainnya

### PosAja UMKM

PosAja UMKM is a delivery service platform for MSMEs recently launched by PT Pos Indonesia (Persero). This service is designed to meet the diverse needs of MSME users for courier services to grow their businesses. Supported by a fresh new look and a robust technology system, this app allows users to easily navigate its various features and find solutions to their courier service needs. Here are some of the features of the PosAja UMKM app:

- Order Feature. Customers can place orders anytime and anywhere through the mobile app or website.
- The Shipment Data Storage feature allows you to save addresses and shipment data in your favorites and catalog, simplifying future transactions.
- Product Delivery According to MSME Needs. A variety of delivery service options, including instant delivery, same-day, next-day, and regular.
- Various Payment Method Options. Customers can choose the payment method they need, such as cash on delivery (COD), virtual account, or Pospay.
- Real-time Tracking and Dashboard features allow you to monitor your shipment status.
- Promo Features. Various service promotions, such as discounts, points, and vouchers, can be accessed regularly to receive attractive offers.
- and more



## GLID

Glid adalah platform layanan logistik yang merupakan hasil dari Sinergi Platform Project Management Office (PMO) Logistik Indonesia. Glid diinisiasi oleh KBUMN dengan tujuan untuk menurunkan biaya logistik nasional. Terdapat 10 entitas BUMN Logistic Service Provider (LSP) yang bersinergi mendukung layanan Glid, yaitu: PosIND, Pelindo, Pelni, ASDP, KAI, Damri, SIER, InJourney, IAS, dan Garuda Indonesia

Glid dirancang dengan berbagai fitur, antara lain:

- a. Analytical Dashboard
- b. Order Management
- c. Tracing & Tracking
- d. Vendor Management

Glid is a logistics service platform developed by the Indonesian Logistics Project Management Office (PMO) Synergy Platform. Glid was initiated by the State-Owned Enterprise (KBUMN) with the goal of reducing national logistics costs. Ten state-owned logistics service providers (LSPs) are working together to support Glid's services: PosIND, Pelindo, Pelni, ASDP, KAI, Damri, SIER, InJourney, IAS, and Garuda Indonesia. Glid is designed with various features, including:

- e. Transport Management
- f. Orchestrator Service
- g. AR & AP Management
- h. 3rd Party Integration

## Achievements 2024 >>>

1. **Living Legend Company in Adaptability to Changes Through Business and Digital Transformation** in the Indonesia Living Legend Companies Awards 2024. Jakarta, 31 Januari 2024
2. PosIND receive an award **BUMN Corporate Communications and Sustainability Summit (BCOMSS) 2024** category "Top Contributor BUMN for Communications". Jakarta, 7 Maret 2024.
3. PosIND together with PT Pos Properti Indonesia won an award at the event **BUMN Award 2024**. Jakarta, 13 Maret 2024
4. PosIND won four awards **Indonesia CSR Excellence Award 2024**. Bogor, 20 Maret 2024
5. PosIND successfully won two awards at the prestigious event **Top CSR Awards 2024** from Magazine Top Business doe issue Environment Social and Governance (ESG). Jakarta, 29 Mei 2024
6. **HR Excellence Award 2024 : Wellbeing Management , Reward Management & Talent Retention Strategy dan Learning & Development and Knowledge Management**. Jakarta, 24 Juli 2024
7. PT Pos Indonesia (Persero) get Prominent Awards at **Klaster BUMN dalam Kategori "Excellent Innovation in Digital Financial for Social Economic Mover"**. Jakarta, 9 Agustus 2024
8. **Top GRC Awards 2024 with 5 star predicate**. Jakarta, 11 September 2024
  - The Most Committed GRC Leader 2024 for President Director Faizal Rochmad Djoemadi
  - The High Performing Board of Comissioners on GRC 2024 by Pos Indonesia Commissioners
  - The High Performing Chief Financial Officer & Risk Management Director on GRC 2024 by Director of Finance and Risk Management Endy Pattia Rahmadi Abdurrahman
9. PosIND receive awards **"Rising Star in Postal Development"** dari lembaga internasional **Universal Postal Union (UPU)**. Bern, Swis 9 Oktober 2024.



# Peristiwa Penting Tahun 2024



Important Events in 2024

## Dukungan Proyek Pemerintah dan BUMN / Government and State-Owned Enterprise Project Support

- Penyaluran Cadangan Bantuan Pangan (CBP) di 24 provinsi, berhasil menyalurkan kepada 119 juta penerima.
- Penyaluran Bantuan Penanganan Stunting di 6 provinsi, berhasil menyalurkan kepada 6,2 juta penerima.
- Penyaluran Bantuan AML (Alat Masak Listrik) KSDM, berhasil menyalurkan kepada 127 ribu penerima.
- Penyaluran Bantuan Sembako Tunai, berhasil menyalurkan kepada 17,5 juta penerima.
- Program Keluarga Harapan (PKH) berhasil menyalurkan kepada 3,5 juta penerima.
- The distribution of Food Aid Reserves (CBP) in 24 provinces successfully reached 119 million recipients.
- The distribution of Stunting Assistance in 6 provinces successfully reached 6.2 million recipients.
- The distribution of Electric Cooking Appliances (AML) assistance from the Ministry of Social Affairs and the Ministry of Social Affairs (KSDM) successfully reached 127,000 recipients.
- The distribution of Cash Staple Food Assistance successfully reached 17.5 million recipients.
- The Family Hope Program (PKH) successfully reached 3.5 million recipients.



## Logistik Pemilihan Umum (Pemilu 2024) / General Election Logistics (2024 Election)

PosIND melaksanakan Logistik Pemilu baik Pemilu Presiden, DPR dan DPD yang dilaksanakan pada bulan Februari 2024 dengan jumlah KPUD Pilpres sebanyak 175 KPUD serta Pemilu Gubernur Bupati Walikota yang dilaksanakan pada bulan Oktober 2024 dengan jumlah KPUD PILKADA sebanyak 183 KPUD. Aktivitas yang dilakukan adalah distribusi dari percetakan ke Gudang KPU RI dan KPUD, distribusi lintas negara ke KJRI, distribusi ke PPK/PPS/TPS serta penarikan Kembali logistik dari PPK/PPS/TPS ke Gudang KPUD.

PosIND carries out Election Logistics for both the Presidential, DPR and DPD Elections held in February 2024 with a total of 175 KPUDs for the Presidential Election and the Governor, Regent, and Mayor Elections held in October 2024 with a total of 183 KPUDs for the Regional Head Election. The activities carried out are distribution from printing to the KPU RI and KPUD Warehouses, cross-country distribution to the Indonesian Consulate General, distribution to the PPK/PPS/TPS and the withdrawal of logistics from the PPK/PPS/TPS to the KPUD Warehouse.

## Inovasi Product dan Channel / Product and Channel Innovation

- Kargo Haji : Kerjasama dengan Mohsen Cargo Service (MCS) untuk penanganan kiriman cargo jamaah haji dari Arab Saudi ke Indonesia. Jumlah kiriman yg berhasil ditangani sebanyak 200 ton.
- BRILink : Pengembangan Agen PosAja! dan Agen BRILink serta integrasi pemanfaatan aplikasi PosAja! dan BRImo
- MyTelkomsel : Layanan "Kirim Barang" PosAja! hadir di MyTelkomsel SuperApp.
- Haji Cargo: Collaboration with Mohsen Cargo Service (MCS) to handle cargo shipments of Hajj pilgrims from Saudi Arabia to Indonesia. The total shipment successfully handled was 200 tons.
- BRILink: Development of PosAja! and BRILink agents, as well as integration of the PosAja! and BRImo applications.
- MyTelkomsel: PosAja!'s "Send Goods" service is available on the MyTelkomsel SuperApp.

## Productivity Enhancement

Program Siap Pensiun Dini (SiPenDi) merupakan Program *Productivity Enhancement* untuk meningkatkan produktivitas karyawan yang diikuti oleh 409 pegawai. Program ini berhasil mengefisienkan biaya HC sebesar Rp 306M sampai dengan karyawan tersebut pensiun. Peserta program SiPenDi dibekali pelatihan *wisdom living, financial planning, entrepreneurship* serta pelatihan agenpos.

The Early Retirement Ready Program (SiPenDi) is a Productivity Enhancement Program designed to increase employee productivity, with 409 participants. This program has resulted in Rp 306 million in savings on health insurance costs until the employees retire. Participants received training in wise living, financial planning, entrepreneurship, and postal agent training.



## Penerbitan Sukuk Ijarah / Issuance of Sukuk Ijarah

Penerbitan Sukuk Ijarah Berkelanjutan I senilai 1,5 triliun berdasarkan Surat ijin KBUMN No:S-577/MBU/11/2024 tanggal 9 Nov 2024 & surat OJK no.S-174/D.04/2024 tanggal 27 Des 2024. Peningkatan atas Sukuk Ijarah ini dilakukan oleh PT Fitch Ratings Indonesia, dengan hasil peringkat A(idn)+ atau Single A. Hasil Rating 'A' menunjukkan pertumbuhan *sustainable* didukung oleh tata kelola perusahaan yang semakin baik.

Issuance of Sustainable Sukuk Ijarah I worth 1.5 trillion based on KBUMN permit No: S-577/MBU/11/2024 dated 9 Nov 2024 & OJK letter no.S-174/D.04/2024 dated 27 Dec 2024. The rating for this Sukuk Ijarah was carried out by PT Fitch Ratings Indonesia, with a rating of A(idn)+ or Single A. The 'A' rating result indicates sustainable growth supported by increasingly better corporate governance.

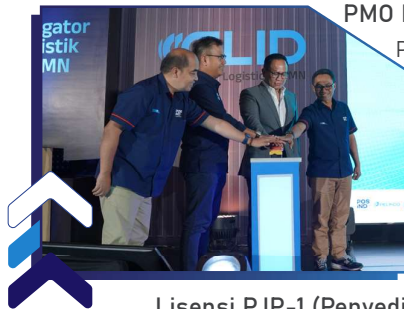
# SiPenDi



### Penyetoran Dividen Pertama / First Dividend Payment

Perseroan kembali dapat menyetorkan Dividen Kinerja tahun buku 2023 senilai Rp 20M, setelah sebelumnya menyetorkan dividen tahun buku 2013 sampai dengan tahun buku 2017.

*The Company can again pay Performance Dividends for the 2023 financial year worth IDR 20 billion, after previously paying dividends for the 2013 to 2017 financial years.*



### PMO Logistik / PMO Logistics

Pengembangan Platform Global Logistik Indonesia (GLID) telah mengintegrasikan database LSP BUMN & selanjutnya akan dikembangkan menjadi Platform GLID Ultimate yaitu platform aggregator logistic BUMN berbasis algoritma melalui otomasi rute dan tarif optimization engine. Mulai tahun 2024, sinergi produk Bersama Logistics Service Provider (LSP) BUMN dapat ditransaksikan pada Platform GLID.

*The development of the Indonesian Global Logistics Platform (GLID) has integrated the database of State-Owned Enterprise LSPs and will further develop into the GLID Ultimate Platform, an algorithm-based state-owned enterprise logistics aggregator platform through route automation and a tariff optimization engine. Starting in 2024, synergized products with state-owned enterprise Logistics Service Providers (LSPs) can be transacted on the GLID Platform.*

### Lisensi PJP-1 (Penyedia Jasa Pembayaran Kategori-1) / PJP-1 License (Payment Service Provider Category-1)

Implementasi Lisensi PJP-1 (Penyedia Jasa Pembayaran Kategori-1) Bank Indonesia. Pencapaian ini menandai tonggak penting dalam transformasi digital perusahaan, memungkinkan Pos Indonesia untuk menyediakan layanan sistem pembayaran yang lebih luas & inovatif. Dengan lisensi ini, Pos Indonesia dapat memperluas jangkauan layanan keuangan digitalnya, termasuk pengembangan platform pembayaran, integrasi dengan ekosistem fintech, dan peningkatan inklusi keuangan di seluruh Indonesia. Langkah ini sejalan dengan upaya perusahaan untuk mendukung pertumbuhan ekonomi digital nasional dan memperkuat posisi sebagai penyedia layanan keuangan yang berkelanjutan

*Implementation of Bank Indonesia's PJP-1 (Payment Service Provider Category-1) License. This achievement marks a significant milestone in the company's digital transformation, enabling Pos Indonesia to provide broader and more innovative payment system services. With this license, Pos Indonesia can expand the reach of its digital financial services, including the development of payment platforms, integration with the fintech ecosystem, and increasing financial inclusion throughout Indonesia. This step is in line with the company's efforts to support the growth of the national digital economy and strengthen its position as a sustainable financial services provider.*



### Mesin Sortir Robotic / Robotic Sorting Machine

Implementasi Mesin Sortir Robotic berhasil meningkatkan kualitas operasional dan efisiensi biaya di SPP Jakarta Timur dan SPP Surabaya yang berimpact kepada peningkatan operation speed +50% dan efisiensi 260 headcount (~30%).

*The implementation of the Robotic Sorting Machine has successfully improved operational quality and cost efficiency at SPP East Jakarta and SPP Surabaya, resulting in an increase in operation speed of +50% and efficiency of 260 headcounts (~30%).*

### Leverage Aset / Asset Leverage

Perusahaan berhasil melakukan leverage atas asset property Investasi di 98 lokasi. Leverage asset tersebut berimplikasi terhadap selisih nilai revaluasi asset tahun 2024 sebesar Rp 198M dibanding tahun 2023 sebagai konsekuensi penerapan PSAK 240 tentang Asset Properti Investasi.

*The company successfully leveraged its investment property assets in 98 locations. This asset leverage resulted in a difference in asset revaluation value of Rp 198 billion in 2024 compared to 2023, resulting from the implementation of PSAK 240 concerning Investment Property Assets.*





# Kaleidoskop 2024

## Kaleidoscope 2024

### JANUARY

Peluncuran Nusantara Logistics HUB oleh Presiden RI, Nusantara Logistics Hub dirancang sebagai Green Logistics Hub yang mengintegrasikan teknologi ramah lingkungan untuk mendukung keberlanjutan operasional.

*The launch of Nusantara Logistics HUB by the President of the Republic of Indonesia, Nusantara Logistics Hub is designed as a Green Logistics Hub that integrates environmentally friendly technology to support operational sustainability.*



### FEBRUARY

Sinergi & Integrasi Logistik BUMN dan Launching GLID oleh Wamen BUMN  
*Synergy and Integration of State-Owned Enterprise Logistics and Launch of GLID by Deputy Minister of State-Owned Enterprises*



### APRIL

Pemberangkatan Terakhir Bilah Selubung Garuda Kantor Presiden IKN dg PT Siluet Nyoman Nuarta

*The Final Departure of the Garuda Sheath Blade of the Presidential Office of the IKN with PT Siluet Nyoman Nuarta*



### MARCH

Penandatanganan Nota Kesepahaman antara BPKH Limited & PosIND terkait Kerja Sama Bisnis Ekosistem Haji & Umrah

*Signing of a Memorandum of Understanding between BPKH Limited & PosIND regarding Haji & Umrah Ecosystem Business Cooperation*



### MAY

Peluncuran Prangko Seri Penanda Kota Buk Renteng yg dihadiri oleh Wamen Kominfo, Bupati Sleman & Dir Pos Ditjen PPI

*The launch of the Buk Renteng City Marker Series Stamps, attended by the Deputy Minister of Communication and Information, the Regent of Sleman & the Director of Post, Directorate General of PPI*



### JUNE

Launching Layanan Umroh & Wisata Halal oleh Dir Bisjaskug dg PT Treetan Nusantara Network

*Launching of Umrah and Halal Tourism Services by Dir Bi Jaskug at PT Treetan Nusantara Network*





## JULY

Launching Tiktok Creator House  
Launching Tiktok Creator House



## AUGUST

PosIND Perkuat Komitmen Keberlanjutan melalui Digitalisasi dan Otomasi Ramah Lingkungan bertepatan PosIND Goes Green di SPP Jakarta Timur yang di Resmikan Oleh Menkominfo, BoC, dan BoD.

PosIND Strengthens Sustainability Commitment through Environmentally Friendly Digitalization and Automation with the theme PosIND Goes Green at SPP East Jakarta which was Inaugurated by the Minister of Communication and Information, BoC, and BoD.



## OKTOBER

Pemanfaatan Aplikasi BRImo untuk Transaksi Layanan PosAja!  
Utilizing the BRImo Application for PosAja Service Transactions!



## SEPTEMBER

- Peraihan 4 Penghargaan Top GRC Awards dg Tema Leadership for Sustainable Impact: GRC, ESG, and SDGs dihadiri oleh Dir. Kugmanris
- Upacara Peringatan Hari Bhakti Posel ke-79 dihadiri oleh Wamen BUMN, BOC, & BOD
- The 4 Top GRC Awards, themed "Leadership for Sustainable Impact: GRC, ESG, and SDGs," were attended by Director Kugmanris.
- The 79th Postal Service Day Commemoration Ceremony was attended by the Deputy Minister of State-Owned Enterprises, the Board of Commissioners (BOC), and the Board of Directors (BOD).



## NOVEMBER

Kolaborasi POSIND dan Bank BTPN, Penandatanganan Addendum Penerbitan PUB Sukuk Ijarah Berkelanjutan

Collaboration between POSIND and Bank BTPN, Signing of Addendum to the Issuance of Sustainable Sukuk Ijarah PUB



## DECEMBER

- Kolaborasi PosIND dengan PT. CEDIFINDO dihadiri oleh Dirut, Dir. BOPM, dan Dir. Biskurlog
- PosIND meraih Penghargaan Top Digital Implementation dalam Ajang IT Works Top Digital Awards 2024 dihadiri oleh Dir. Opdis
- PosIND's collaboration with PT. CEDIFINDO was attended by the President Director, the Director of Regional Development Planning (BOPM), and the Director of Logistics.
- PosIND received the Top Digital Implementation Award at the 2024 IT Works Top Digital Awards. The ceremony was attended by the Director of Operations.

