



PT. KURNIAMITRA DUTA SENTOSA, TBK

PUBLIC EXPOSE 2025

VISION

To become a leading company in the field of sales, marketing and distribution of quality food and beverage products

MISSION

- Providing quality food and beverage products that are safe for public consumption.
- Maintaining the quality of product storage until it is ready for distribution and accepted by the public.
- Supporting the development of Hotel, Restaurant, and Cafe businesses, especially in improving the quality of their food and beverage products.
- Helping to create jobs by holding special training in the field of food and beverages and developing new entrepreneurs.
- Providing efficient and fast delivery and distribution services throughout Indonesia.





KMDS LEADERSHIP TEAM



Laurens Nagajaya
Commissioner



Irman
President Commissioner



Prof. Gunadi, M. Sc., AK
Independent Commissioner



Charli
Director



Marjuky
Director



Hengky Wijaya
President Director



Dewi Irianty Wijaya
Director



Dion Amaury
Director



KMDS MILESTONE

2000

The Company established in 2000, is a company which runs business in food & beverages (F&B)

2007

In 2007, granted sole distribution license of MONIN syrup of France in Indonesia

2011

Appointed as the distributor of Santino coffee, Lavazza coffee, and coffee machine.

2015

Appointed as the distributor of KAV and Izy

2016

Appointed as the distributor of Bobaking (PT. Formosa Ingredient Factory)

2018

Appointed as the distributor of MILKLAB from Australia

2020

Listed at PT Bursa Efek Indonesia to scaling up the business size and capacity

2023

appointed as exclusive distributor of I-Pilot the Global Intelligent Beverage Dispenser

2024

Growth more market and scaling up business with DIMA



KMDS Flavors (Serpong-Tangerang)



KMDS PIK (Pantai Indah Kapuk - Jakarta Utara)



KMDS Cideng (Cideng - Jakarta Pusat)

Head Office & Retail Center :

Komplek Pergudangan Multi Guna T8 No 16
Alam Sutera, Serpong Utara, Tangerang Selatan 15325
Tel: 021 2235 3388 Tel: 0877 0005 8222 (Retail)

Jakarta Retail & Training Studio 1:

Wisma Abadi - Ground Floor Blk B-2
Jl. Kyai Caringin 29-31, Jakarta Pusat 10160
Tel: 021 384 8828 Tel: 0811 1823 088

Jakarta Retail & Training Studio 2:

Rukan Golf Island Blok E No 118
Golf Island, Pantai Indah Kapuk 2, Jakarta Utara 14460
Tel : 0877 0006 8222

Bali Retail & Training Studio :

Ruko Istana Kuta Galeria
Jl. Patih Jelantik No 17-18, Kuta, Kec. Kuta,
Kabupaten Badung, Bali 80361
Tel: 0877 0030 0050



PARTNER

Our Brand and Product



 MONIN	Syrup Gourmet Sauces Fruit Mix Frappe	 bobaking	Tapioca Pearls Brown Sugar Sauces Jellies
 LAVAZZA TORINO, ITALIA, 1895	Coffee Beans Ground Coffee Coffee Capsules	 KAV icy	Pre-Mixes
 MILKLAB	The MILKLAB range includes: Almond, Oat, Soy, Macadamia Coconut, Full Cream Dairy, and Lactose Free Milks	 iPilot	Global Intelligent Beverage Dispenser Leader and The Leading Manufacturer including coffee machine, juice machine, milk dispenser, etc.
 Dreamy	Coffee Dreamy Non-Dairy Creamer Coffee Dreamy Dairy Creamer Whipping Cream	 Straw Me	Biodegradable drinking straws made from rice and corn flour
 SANTINO	Coffee Beans	 JTC OmniBlend	Heavy Duty Blender

TARGET MARKET



Direct Customer



Food Service



Cafe



Restaurant


Distributor Customer



Food Service



Sub-distributor

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DISTRIBUTION REACH



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International Key Account



Ya Kun Kaya Toast
Coffee stall since 1944



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Local Key Account



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COMPANY'S KEY ACCOUNT

Local Key Account



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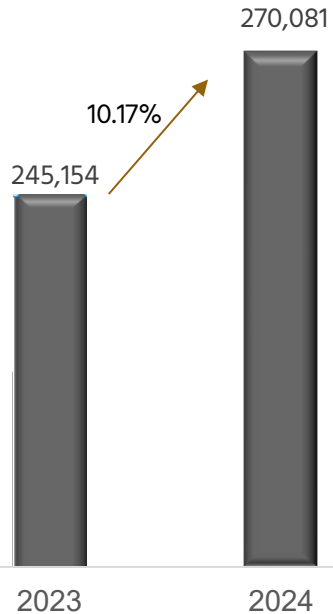
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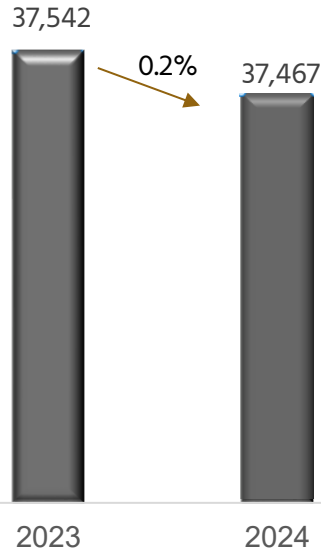
FINANCIAL PERFORMANCE

Balance Sheets

KMDS Assets (in Million IDR)



KMDS Liabilities (in Million IDR)



KMDS ASSETS

increased 10.17% due to an increase in cash, trade receivables and inventories

KMDS LIABILITIES

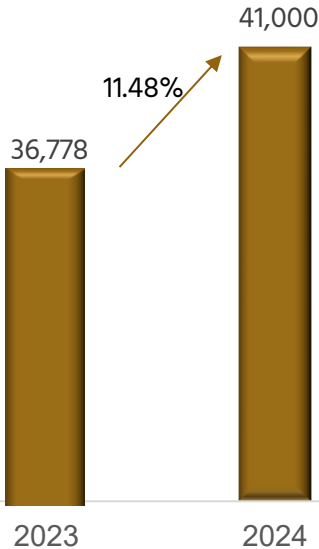
decreased 0.2%



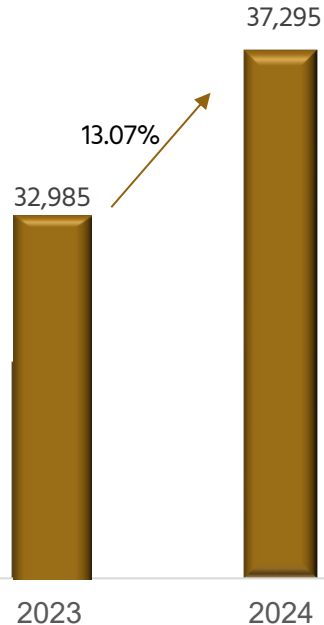
FINANCIAL PERFORMANCE

Cash and Inventories

KMDS Cash
(in Million IDR)



KMDS Inventories
(in Million IDR)



KMDS CASH

11.48% increase in cash due to increased sales in 2024

KMDS INVENTORIES

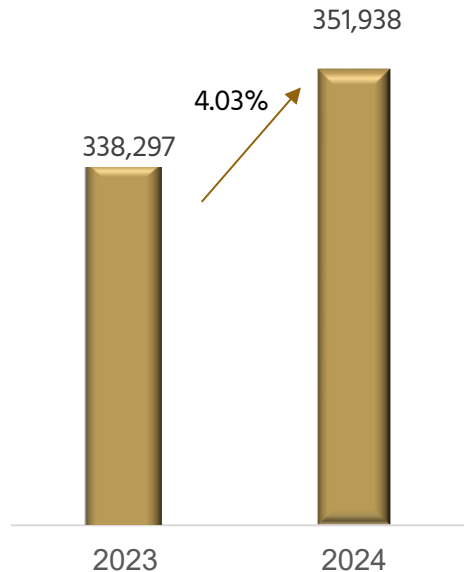
13.07% increase in inventory as the company prepares for the sale of goods at the beginning of the year



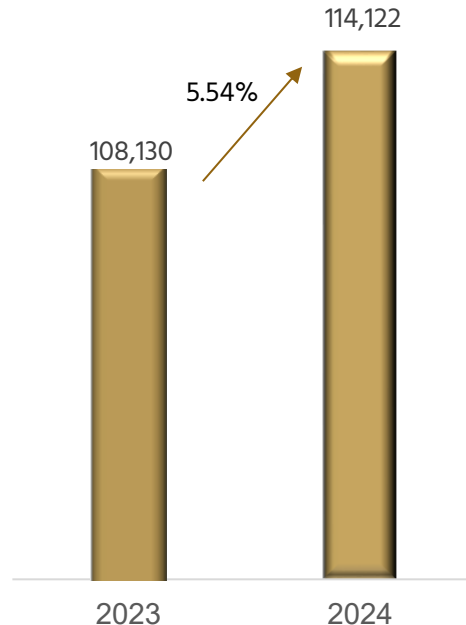
FINANCIAL PERFORMANCE

Profit and Loss

**KMDS Net Sales
(in Million IDR)**



**KMDS Gross Profit
(in Million IDR)**



KMDS NET SALES

4.03% increase in sales because the food and beverage industry market still has the potential to grow

KMDS GROSS PROFIT

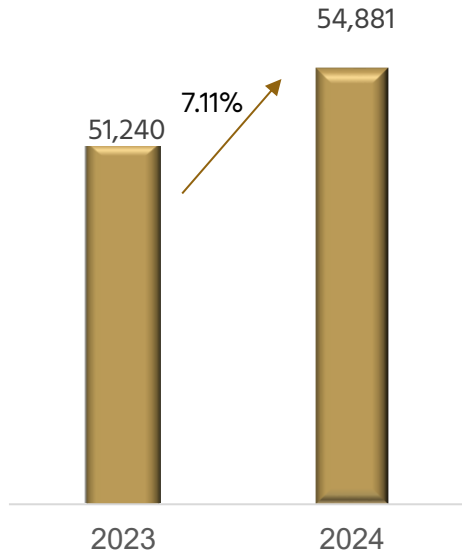
Gross profit increased by 5.54% because the cost of goods sold for each item was different

FINANCIAL PERFORMANCE

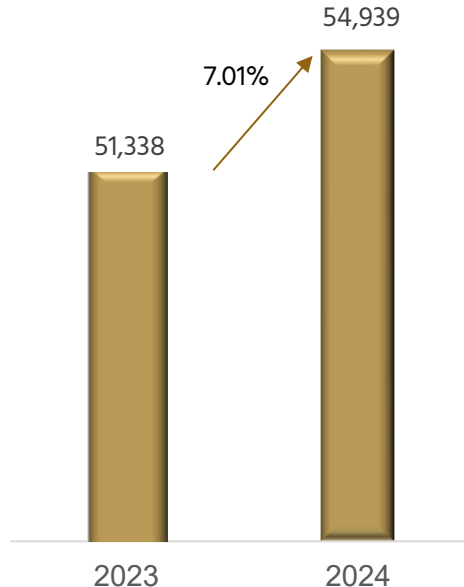
Profit and Loss



**KMDS Net Profit for
the Current Year
(in Million IDR)**



**KMDS Comprehensive
Income
(in Million IDR)**



KMDS NET PROFIT THE CURRENT YEAR

7.11% increase in net profit the current year due to increased sales in 2024

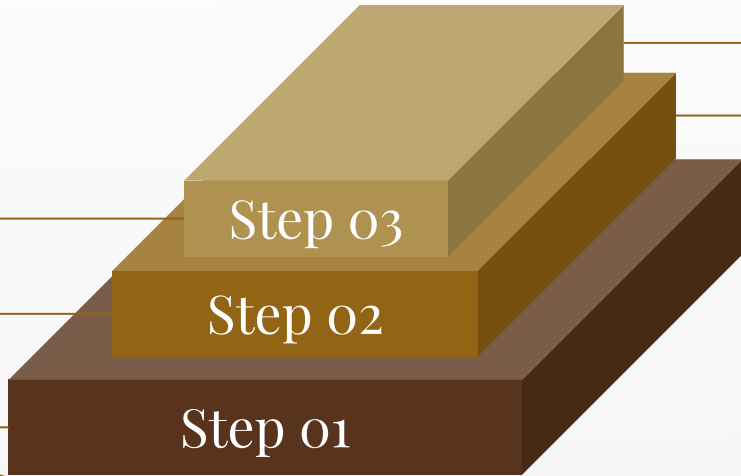
KMDS COMPREHENSIVE INCOME

7.01% increase in comprehensive income due to increased sales in 2024



FUTURE STRATEGY

FUTURE



Integrated management to enhance the efficiency and productivity of business processes

Strengthen and expand the distribution network

Strengthen the Company's internal team



THANK YOU

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