

EAL Sings full of blessings

Annual Report 2021

Dear all beloved KKI supporters,

We extend praise and gratitude to God Almighty, who has bestowed on us His grace.

This 2021 report marks the 10th anniversary of KKI's journey. We are truly grateful to God Almighty because only by His blessing can KKI continue to work to fulfill its vision & mission to this day. We are also really thankful for the many prayers, help, and support you have given us until today.

We are especially grateful for all of the things that the entire KKI family has strived for and has been blessed with throughout these 10 years, which include but are not limited to:

- 1. The total number of members served by KKI from 2011 to 2021 was 29,746, with 10,087 members still active by the end of 2021.
- 2. Total assets by the end of 2021 reached 24 billion Rupiah.
- 3. Total loans disbursed to members from 2011 to 2021 were 244 billion Rupiah.
- 4. Total members' savings (compulsory and voluntary) by the end of 2021 reached 7.1 billion Rupiah.
- 5. The write-off ratio by the end of 2021 is 0.54% (from the loan principal write-off of deceased members throughout 2021).
- 6. Total profit (Sisa Hasil Usaha) throughout 2021 amounted to 2.9 billion Rupiah.
- 7. Total number of offices was 6 (5 branches and 1 Head Office), served by 54 KKI teams.

This 10-year journey has been really far from easy. We also realize that our journey ahead will still be full of challenges. **However, we are determined, together and with the help of God Almighty, to continue striving to fulfill KKI's vision**: "to be present for, involved with, and support poor families wherever they are".

Once again, thank you so much to all of you KKI supporters who continue to believe in and support us to this day. We hope you are willing to keep rooting and praying for us to make our vision come true.

May His blessings and grace always be with us all.

Jakarta, October 21, 2022,

Lucyana

Lucyana Siregar

Representing teams and members of Koperasi KASIH Indonesia

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Four joyful KKI members after receiving packages consisting of 5 kg of rice and 2 cloth masks (May 2021)





Founded in 2011, by two university friends, Leon & Lucy.



North Jakarta, due to a large number of poor families.



Cooperative format was chosen to enable members to save money in KKI.



Operates as a social business to be sustainable.

Vision

To be present for, involved with, and support poor families wherever they are.

Values

- 1 Be humble.
- 2 Be reliant on GOD.
- 3 Be grateful and happy.

Mission and Approach

1

To channel KASIH (love) to poor families by supporting their development & achievement of their dreams.

KKI believes one would **move out from pre-prosperous state** when they have **readiness (from within oneself) & opportunities (from outside of oneself)**. Hence we:



Develop needed mindset & motivation through regular training.



Provide Business **Loans**.



Instill savings habits.

Skill

2

To channel KASIH (love) to each of its personnel by supporting them to be the best version of themselves.

KKI believes **3** aspects are key if one wants to become their best self. Thus we focus our team development on:



We genuinely felt God's blessings and guidance throughout our 10-years journey of ups and downs.



- First group loan disbursement on February 21, 2011
- n December 2011, KKI was about to be shut down because it was estimated to fail soon, but God had other plans.



- Applied a new mindset to strive for member growth targets.
- Active members finally reached 2,000 people, bringing financial betterment and the first ever recorded profits.



- First-time internal promotion of 3 Branch Managers (all started as field officers). HR & Development Division were set up.
- Active members grew by almost 3,000 people, from 5,033 to 7,994.

2012



- Started giving Frame of Dreams to members, inspired by a member who achieved her dream of owning a house.
- The overall condition of KKI that had not improved enough prompted us to discuss strategies to survive.

2014



- Separate branches and Finance Division were set up.
- © Recruited Social Impact Officer (SIO) to deliver motivational training.



- Came up against significant challenges: one Branch Manager resigned with initially no replacement in sight.
- The number of members deliberately and gradually decreased.
- P Recorded Rp183 million loss at the end of the year.

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2017



- Started to recover, with active members rising to 7,772 by the end of the year.
- Recorded an 862 million IDR loss due to higher salary-expense growth compared to members-and-average-loan growth.
- The Three KKI Values were introduced as the foundation of work for the entire KKI team.

2019



- Opened two offices nearing members' locations (Koja/Priok & Sukapura) for more efficient trip duration and distance.
- Improved the savings withdrawal process to reduce waiting time for members.
- © KKI's vision, mission, and values were sharpened based on our 8-year journey.

2021



- Recorded Rp2.9 billion profit, the highest since KKI was founded.
- From October to December 2021, there was an increase in the number of members and groups who could not pay installments on time.

2018



- Seven senior teams resigned after significant challenges occurred at the managerial and supervisory levels.
- The Internal restructuring in almost all divisions to increase efficiency.
- Property Recorded Rp276 million profit at the end of the year.

2020



- During the pandemic, KKI lived up to its vision & mission by distributing rice packages for members (the first since KKI was founded), giving a 4-weeks repayment holiday, and adopting policies that eased members' burden.
- For KKI team, masks, face shields, and vitamins were provided, and a no-layoff policy was adopted.
- Initiated loan duration conversion process from 25 to 40 weeks which was beneficial for members as well as for KKI's finance and operation.



Active Members from 2011-2021



Coverage Area (Five Districts)

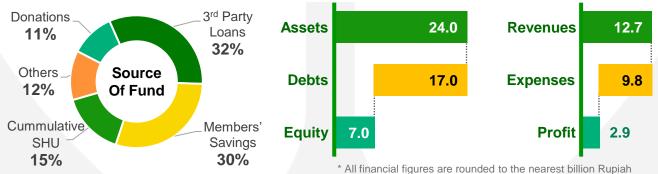


Operational Highlights



^{*} Numbers of Training Sessions Delivered are not recorded particularly. This figure is estimated based on the number of disbursed groups & the composition of members: existing members attend Seminar sessions & new members attend Group Preparation sessions.





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Other Supports

Micro Life Insurance: The number of members who passed away in 2021 increased significantly. Since April 2021, Allianz has also stopped working with KKI. However, KKI kept supporting families of deceased members by waiving loan principles and giving death benefits with the cost charged to KKI. The following is data for deceased members throughout 2021, along with details of the insurer:

	Paid by KKI	Paid by Allianz	Total
Deceased members	49 people	74 people	123 people
Principals waived	Rp114.8 million	Rp146.3 million	Rp261.1 million
Death benefits	Rp147 million	Rp222 million	Rp369 million

Support During Tough Times: On May 2021, KKI distributed 5 kg of rice & two cloth masks to 10,283 KKI members.

On December 2021, KKI distributed two cloth masks to 10,097 KKI members.



Outreach	Dec 2020	Dec 2021	Δ
Total Member	9,523	10,087	5.9%
Branch	5	5	0%
Loan Disbursed for the year	33.8 Billion IDR	48.1 Billion IDR	42.3%
Outstanding Portofolio	17.2 Billion IDR	19.4 Billion IDR	13.0%
Average Loan Size	2.9 Million IDR	3.7 Million IDR	25.5%
PAR > 30 days	0	0	0%

Human Capital	Dec 2020	Dec 2021	Δ
Full-Time Employees	54	54	0%
Branch Mgr.	4	4	0%
BM Candidate	1	2	100%
Employee Turnover	23.9%	22.2%	-6.8%
Number of Supervisors and above	4*	6	50%

Financial**	Dec 2020	Dec 2021	Δ
Assets	20.3	24.0	18.6%
Debts	16.6	17.0	2.9%
Equity	3.7	7.0	87.9%
Revenues	6.1	12.7	110.6%
Expenses	7.0	9.8	41.7%
Profit (Loss)	(0.9)	2.9	439.7%

^{*}We apologize for reporting the wrong number (3 people) in the 2020 KKI Annual Report.

Outreach and Human Capital Highlights

- Active members reached a peak of 10,577 people in June 2021. However, after the COVID-19 Delta wave, Government's COVID-19 Prevention Policy (PPKM), and other challenges at that time, KKI decided to temporarily halt disbursements for new groups.
- The increase in yearly total disbursed loans came from the growth of active members and loan size, contributing to the rise in revenues.
- Portfolio at Risk (PAR) >30 days by the end of 2021 was 0%. However, there were 2 points worth noting:
 - 1) As of April 2021, KKI stopped working with Allianz. From then on, all the uncollectible principals from deceased members were immediately written off and were considered KKI's expense.
 - 2) From October December 2021, there was a significant increase in the number of members and groups who could not pay installments on time. Since this challenge lingered until the beginning of 2022, a loan settlement policy was taken and significantly reduced the number of members in February - April 2022.
- Trom the human capital perspective, there were no significant changes. The number of supervisory positions and above increased to prepare for the transition of KKI management in 2022.

Financial Highlights

- Asset grew by 18.6%, driven mainly by the increase in members' loan portfolio.
- Third-party loans increased by 27.1% from March to April 2021. Groups that were mass-disbursed in July 2020 (following the end of the repayment holiday policy) were scheduled to pay off their loans and obtained new disbursements in March-April 2021. Hence, the need for funding increased significantly. Shortly after that period, monthly disbursements and the need for funding went back to normal, enabling many loans to be returned.
- © Equity grew significantly by 87.9%, driven mainly by the 2021 profit of Rp2.9 billion.
- ♥ 110.6% growth in revenues was driven by: (1) an increase in the volume & average loan size that came from the loan duration conversion (25 to 40 weeks) initiated in July 2020 and (2) interest revenue from the Bagi Tabungan Khusus / BTK policy throughout 2021 (loan repayment was expedited at week 31 out of 40 weeks by utilizing members' mandatory savings to cover the remaining loan balance) and from the top-up loan policy in January-March 2021.
- The top-up loan policy and 31-week BTK policy, which were initially implemented to help members get faster disbursement and kickstart their businesses, also positively impacted KKI's finances.
- Trom July-November 2021, due to the worsening pandemic conditions from the Delta variant of COVID-19, the repayment restructuring policy was put back in place, in which members could choose to pay less than 100%. At that time, the policy was implemented with an interest adjustment not to burden KKI's finances.

^{**} All numbers are rounded to the nearest billion IDR.

Board of Commisioners



Prijono Tjiptoherijanto Universitas Indonesia Professor



Nanik J. Santoso PT Ciputra Development Tbk **Director**



John Lumban Tobing Universitas Katolik Parahyangan Vice Dean, Faculty of Law



Ita Yanti Member of KKI



Sujiati Member of KKI

Board of Advisors



Henny Purnamawati PT Egon Zehnder **Partner**



Silverius Oscar Unggul Perkumpulan Telapak Co-founder & President



Dewi Meisari ukmindonesia.id **Project Officer**

Leadership Team



Leonardo Kamilius Chief Executive Officer



Lucyana Siregar **Chief Operating Officer**

The Joy of Gratitude - Story of Ibu Sri Indrawati

"I'm thankful and I appreciate everything that happens in my life..."

A confined rented house with old and damaged wooden flooring occupied by her, her husband, and seven children, was a harsh reality for which Ibu Sri Indrawati felt grateful. However, that same reality drove Ibu Sri to be very dedicated in running small businesses to help her family finance. In November 2013, she used the very first loan from KKI to increase the capital for her food packages installment plan business (*kreditan sembako*). That business didn't last long because of her health problems. She cannot walk too far to offer her food packages. Thank God, at that time, Ibu Sri had gathered enough money to start a food stall (*warteg*) business at her house.



When Ibu Sri was growing her *warteg*, suddenly her husband left her and her 7 children. Amid her sadness, Ibu Sri realized that now she had to carry out the role as the head of the family. She began to pick herself up for the sake of her children and continued running her business with determination. Ibu Sri then decided to change her business and opened a small grocery stall (*warung sembako*) due to her declining health condition from getting up at dawn every day preparing the food for her *warteg* business.



Thank God Ibu Sri has now succeeded in achieving some of her dreams. One contributing factor is her discipline in saving money. Ibu Sri began to learn to set aside money every day after she received training on saving from KKI. Ibu Sri made a money box from an old damaged pipe which she repaired using duct tape. She regularly saves in that pipe money box, starting from Rp1,000 per day to currently Rp15,000-20,000 per day.

In 2018, the savings in pipe money box helped Ibu Sri pay for her fifth child's university tuition fees. To pay the Rp6 million fee, Ibu Sri used Rp4 million from the pipe money box and Rp2 million from the KKI loan that was disbursed during that period. That year, thank God, Ibu Sri's fifth child also completed his thesis & graduated as a bachelor.

In 2019, the pipe money box again came to the rescue to help Bu Sri achieve her dream of owning a house. Ibu Sri expressed her intention to purchase the rented house occupied by Ibu Sri's family. Thank God the owner is willing to sell the house for Rp150 million. The owner even let Ibu Sri decides the period & amount of installments. Ibu Sri paid Rp25 million for the first installment: Rp3 million from the pipe money box, Rp15 million from the BRI loan, and Rp7 million from the KKI loan. Ibu Sri is very grateful that currently, the house has already been paid for in full and even beautified with ceramic tiles.

Ibu Sri is very grateful that God keeps giving her the strength to persevere through all the challenges in her life. Ibu Sri is also delighted because her hard work and saving habits are paying off. Ibu Sri is currently saving for her following dreams: performing Umrah and supporting her sixth child - who wants to join the army (TNI) - in education.



We believe you can do it, Ibu Sri Indrawati!





KKI employees celebrated the 10th anniversary of KKI via Zoom Meeting (February 2021).



Members' happy faces upon receiving packages containing 5 kg of rice and 2 cloth masks (May 2021).



Preliminary briefing for the distribution of rice and cloth masks (May 2021).



Preparation for the distribution of cloth masks (December 2021).



Socially-distanced arrangement for savings withdrawals with acrylic partitions installed (Jul-Nov 2021)



KKI team completing administrative works at Bandar Branch



Reflection and sharing at the employee's first outing since the pandemic began (October 2021)



Meeting at Bandung discussing 2021 Evaluation & 2022 Planning (December 2021).



KKI Year-End Event at BangiKopi Kelapa Gading (December 2021).



2021 Audit Report

KOPERASI KASIH INDONESIA

LAPORAN KEUANGAN
TANGGAL 31 DESEMBER 2021 DAN UNTUK
TAHUN YANG BERAKHIR PADA TANGGAL
TERSEBUT / FINANCIAL STATEMENTS
AS OF DECEMBER 31, 2021 AND FOR THE
YEAR THEN ENDED

BESERTA LAPORAN AUDITOR INDEPENDEN / WITH INDEPENDENT AUDITOR'S REPORT



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No. 00306/2.1011/AU.1/10/1507-3/1/VI/2022

Laporan Auditor Independen

Independent Auditor's Report

Dewan Pengawas dan Pengurus Koperasi Kasih Indonesia

Board of Supervisors and Management Koperasi Kasih Indonesia

No. 00306/2.1011/AU.1/10/1507-3/1/VI/2022

Kami telah mengaudit laporan keuangan Koperasi Kasih Indonesia terlampir, yang terdiri dari laporan posisi keuangan tanggal 31 Desember 2021, serta laporan laba rugi dan penghasilan komprehensif lain, laporan perubahan ekuitas dan laporan arus kas untuk tahun yang berakhir pada tanggal tersebut, dan suatu ikhtisar kebijakan akuntansi signifikan dan informasi penjelasan lainnya.

We have audited the accompanying financial statements of Koperasi Kasih Indonesia, which comprise the statement of financial position as at December 31, 2021, and the statements of profit or loss and other comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

manajemen Tanggung iawab atas laporan keuangan

Management's responsibility for the financial statements

Manajemen bertanggung jawab atas penyusunan dan penyajian wajar laporan keuangan tersebut sesuai dengan Standar Akuntansi Keuangan di Indonesia dan atas pengendalian internal yang dianggap perlu oleh manajemen untuk memungkinkan penyusunan laporan keuangan yang bebas dari kesalahan penyajian material, baik yang disebabkan oleh kecurangan maupun kesalahan.

Management is responsible for the preparation and fair presentation of such financial statements in accordance with Indonesian Financial Accounting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Tanggung jawab auditor

Auditor's responsibility

Tanggung jawab kami adalah untuk menyatakan suatu opini atas laporan keuangan tersebut berdasarkan audit kami. Kami melaksanakan audit kami berdasarkan Standar Audit yang ditetapkan oleh Institut Akuntan Publik Indonesia. Standar tersebut mengharuskan kami untuk mematuhi ketentuan etika serta merencanakan dan melaksanakan audit untuk memperoleh keyakinan memadai tentang apakah laporan keuangan tersebut bebas dari kesalahan penyajian material.

Our responsibility is to express an opinion on such financial statements based on our audit. We conducted our audit in accordance with Standards on Auditing established by the Indonesian Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

Suatu audit melibatkan pelaksanaan prosedur untuk memperoleh bukti audit tentang angka-angka dan pengungkapan dalam laporan keuangan. Prosedur yang dipilih bergantung pada pertimbangan auditor, termasuk penilaian atas risiko kesalahan penyajian material dalam laporan keuangan, baik yang disebabkan oleh kecurangan maupun kesalahan. Dalam melakukan penilaian risiko tersebut, auditor mempertimbangkan pengendalian internal yang relevan dengan penyusunan dan penyajian wajar laporan keuangan entitas untuk merancang prosedur audit yang tepat sesuai dengan kondisinya, tetapi bukan untuk tujuan menyatakan opini atas keefektivitasan pengendalian internal entitas. Suatu audit juga mencakup pengevaluasian atas ketepatan kebijakan akuntansi yang digunakan dan kewajaran estimasi akuntansi yang dibuat oleh manajemen, serta pengevaluasian atas penyajian laporan keuangan

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

secara keseluruhan. Aria Kanaka & Rekan

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Kami yakin bahwa bukti audit yang telah kami peroleh adalah cukup dan tepat untuk menyediakan suatu basis bagi opini audit kami.

Opini

Menurut opini kami, laporan keuangan terlampir menyajikan secara wajar, dalam semua hal yang material, posisi keuangan Koperasi Kasih Indonesia tanggal 31 Desember 2021, serta kinerja keuangan dan arus kas untuk tahun yang berakhir pada tanggal tersebut, sesuai dengan Standar Akuntansi Keuangan di Indonesia.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Koperasi Kasih Indonesia as at December 31, 2021, and its financial performance and cash flows for the year then ended, in accordance with Indonesian Financial Accounting Standards.

ARIA KANAKA & REKAN

Kantor Akuntan Publik/ Registered Public Accountants

Octaviana Lolita No. AP.: 1507

29 Juni 2022 / June 29, 2022



(Expressed in Rupiah, unless otherwise stated)

	Catatan/ Notes	2021	2020	
ASET				<u>ASSETS</u>
ASET LANCAR				CURRENT ASSETS
Kas dan setara kas	2c,2d,4,17,18	3,580,418,310	2,018,701,314	Cash and cash equivalent
Pinjaman diberikan kepada anggota	2d,5,17,18	19,409,434,991	17,177,901,675	Loan receivables to members
Biaya dibayar di muka	2f,6	251,205,135	145,350,966	Prepaid expenses
Aset lancar lainnya	2e,7,16,17,18	172,403,556	187,363,141	Other current assets
Total Aset Lancar		23,413,461,992	19,529,317,096	Total Current Assets
ASET TIDAK LANCAR				NON-CURRENT ASSETS
Aset tetap - neto	2g,2h,8	101,041,233	43,664,863	Fixed assets - net
Tagihan pajak	2l,14b	244,677,632	244,677,632	Claims for tax refund
Aset pajak tangguhan	2j,14c	226,161,986	348,561,396	Deferred tax assets
Aset tidak lancar lainnya	2d,7,16,17,18	89,100,000	138,250,000	Other non-current asset
Total Aset Tidak Lancar		660,980,851	775,153,891	Total Non-Current Assets
TOTAL ASET		24,074,442,843	20,304,470,987	TOTAL ASSETS
LIABILITAS DAN EKUITAS			-	LIABILITIES AND EQUITY
LIABILITAS JANGKA PENDEK				SHORT-TERM LIABILITIES
Pinjaman jangka pendek	2d, 10, 16, 17, 18	7,750,000,000	10,775,000,000	Short-term loans
Tabungan anggota	2d,9,17,18	7,112,206,000	4,732,850,500	Member's savings
Beban masih harus dibayar	2d,11,17,18	846,315,275	665,852,339	Accrued expenses
Utang pajak	2j,14a	945,273,563	20,705,269	Taxes payable
Utang santunan	2d,17,18	36,000,000	6,000,000	Compensation payable
Utang lancar lainnya	2d,17,18	3,913,542	1,710,000	Other current liabilities
Total Liabilitas Jangka Pendek		16,693,708,380	16,202,118,108	Total Short-Term Liabilities
LIABILITAS JANGKA PANJANG				LONG-TERM LIABILITY
Liabilitas imbalan kerja	2k,15	334,561,399	352,700,569	Employee benefits liability
Total Liabilitas		17,028,269,779	16,554,818,677	Total Liabilities
EKUITAS				EQIUTY
Modal koperasi -				Cooperative capital -
Modal disetor		397,509,150	397,509,150	Participating capital
Modal donasi		2,584,900,824	2,414,887,285	Donated capital
Simpanan pokok		122,750,000	82,470,000	Principal contribution
Simpanan wajib		214,030,000	82,830,000	Compulsory contribution
Sisa hasil usaha ("SHU") kumulatif		3,726,983,090	771,955,875	Cummulative SHU
Total Ekuitas		7,046,173,064	3,749,652,310	Total Equity
TOTAL LIABILITAS DAN EKUITAS		24,074,442,843	20,304,470,987	TOTAL LIABILITIES AND EQUITY

KOPERASI KASIH INDONESIA LAPORAN LABA RUGI DAN PENGHASILAN KOMPREHENSIF LAIN UNTUK TAHUN YANG BERAKHIR PADA TANGGAL 31 DESEMBER 2021

(Disajikan dalam Rupiah, kecuali dinyatakan lain)

KOPERASI KASIH INDONESIA STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED DECEMBER 31, 2021

(Expressed in Rupiah, unless otherwise stated)

	Catatan/ Notes	2021	2020	
PENDAPATAN	2i,12	12,731,307,650	6,044,639,600	REVENUE
Pendapatan keuangan		40,566,304	65,621,029	Finance income
Pendapatan lain-lain		10,995,646	7,671,286	Other income
Beban operasi	2i,13	(6,815,346,171)	(5,848,237,699)	Operating expenses
Beban keuangan	2i,10	(1,278,532,222)	(931,281,162)	Finance cost
Beban lain-lain		(746,376,507)	(471,290,374)	Other expenses
LABA (RUGI) SEBELUM				PROFIT (LOSS) BEFORE
PAJAK PENGHASILAN		3,942,614,700	(1,132,877,320)	INCOME TAX
MANFAAT (BEBAN) PAJAK				INCOME TAX BENEFIT
PENGHASILAN - NETO	2j,14b	(1,030,090,991)	250,049,368	(EXPENSE) - NET
LABA (RUGI) TAHUN BERJALAN		2,912,523,709	(882,827,952)	PROFIT (LOSS) FOR THE YEAR
PENGHASILAN KOMPREHENSIF				OTHER COMPREHENSIVE INCOME
Pos-pos yang tidak akan				Items that will not be
direklasifikasi ke laba rugi				reclassified to profit or loss
Pengukuran kembali atas				Remeasurement of
program imbalan pasti	2k,15	54,491,675	16,726,115	defined employee benefits
Pajak penghasilan terkait	2j	(11,988,169)	(3,679,745)	Related income tax
Penghasilan Komprehensif				Other Comprehensive Income
Lain Tahun Berjalan		42,503,506	13,046,370	for the Year
LABA (RUGI) KOMPREHENSIF TAHUN BERJALAN		2,955,027,215	(869,781,582)	COMPREHENSIVE INCOME (LOSS) FOR THE YEAR

Thank you so much

For all your care and support throughout our ten-year journey.

One KKI, One heart, One goal, One SPIRIT!



