

## EXECUTIVE SUMMARY

Power generation and utilities projects need reliable and uninterrupted power to secure several mission-critical applications sometimes in extreme circumstances. High quality engineered tailor-made systems can protect the investment of a company by reducing operating cost and optimize energy usage. Grid industrial UPS and battery systems engineered solutions can continuously supply and protect your industrial systems against a full range of power problems, even in hazardous locations.

To increase the utilization and competitiveness of local products, the government seeks to increase the industry's ability to produce quality products or components through the local content (TKDN) policy. Local content is defined as a limit or a value that represents the level of domestic components in goods, services, and/or combinations prescribed by the regulation. Through the local content requirements, domestic manufacturing industries are invited to use as many components/factors of production as possible.

PT. Gridtech Manufacturing Indonesia is a local company based in Kawasan Industri Millenium - Tangerang, specialized in custom design, manufacturing and servicing of Industrial AC/DC UPS and battery for industrial applications. An enthusiastic board of directors can count on a staff of 43 highly skilled personnel: a mix of young talents and experienced employees who have been working under the UPS famous brand for a long time. The company corporate of 'ETIC': Excellent, Teamwork, Innovative and Care. PT. Gridtech Manufacturing Indonesia has strong presence in Power and Utility industries and is represented in all provinces in Indonesia where it provides on-site service and technical support.

PT. Gridtech Manufacturing Indonesia has a differentiation focus strategy in achieving differentiation advantage within a focused market, providing industrial AC/DC UPS and battery. This generic strategy is expected to have positive impacts on the Power Plant and Utility market in delivering the goods that fulfill the local content, fast delivery and competitive price.

PT. Gridtech Manufacturing Indonesia investment strategy is using a combination of the self-capital and venture capital. Based on the projected Profit and Loss, Cash Flow, and Balance Sheet, the following indicators/ financial ratios will be produced :

- IRR = 27,08%
- NPV of 10 years = Rp 107,2 billion
- Return period = 6 years
- Coef. of Variance. = 82,64%
- Probability NPV <0 = 11,30%