

# K-ADVISORY

*PT Multicipta Solusi Advisor*

**Finance & Beyond.**

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## Contents

- About
- Our Expertise
- Industry Expertise
- Service Line
- Our Partners

# ABOUT

PT Multicipta Solusi Advisor (K – Advisory) uses multi-disciplinary approach that allows us to provide services beyond the common financial advisory services. Through our lines of services, we bring added-value to our clients by identifying, capturing and maximizing opportunity, solving business challenges and help reshaping their business to meet long term growth and profit.

Our team, consisting of multi-disciplinary professionals, will be able to provide inputs from diverse point of view, judgments, analysis, experience and knowledge. Headed and founded by a C-level professional, having over 20 years of experiences in the real sector and consultancy, team up with vibrant young professionals, gathered in a flat organization structure allows K-advisory to nurture innovation and quick respond for Client needs.



## Our Vision

A boutique of financial advisor

## Our Mission

Reliable & trusted partner in giving solution

# OUR EXPERTISE

## *Industry Expertise*

K-Advisory Consulting's Industry Solutions

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Our solutions are supported by our deep insight into various industries and our diversified yet extensive experience acquired over the years from supporting our clients as partners in their business transformation. We offer the industry solutions that address the unique challenges of our clients' industry & business, and meet their needs in various markets.

## *Service Line Expertise*

K-Advisory Consulting's Service Line

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Our service line has a line-up of experienced specialist and provides unique and practical comprehensive services in each area. We solve the challenges faced by our clients seamless and end-to-end services and vigorously endorse business transformation.

# INDUSTRY EXPERTISE

We have accumulated the best practices for the respective industries. Our consultants are knowledgeable of the markets and environment in the respective industries and provide the optimum services through their extensive experience. The benefit of ever functioning in the real sector has enrich us in finding solutions for our patrons.



# ▶ SERVICE LINE EXPERTISE

## Transactional Services

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### Mergers & Acquisition Solution

Consolidating of companies or assets through various types of financial transactions, including mergers, acquisitions, consolidations, private placement, purchase of assets and management acquisitions. We support Client's efforts through every stage of the transaction lifecycle: identifying companies to invest, due diligence, alliance, post-merger to exit support.

### Structuring Solution

Managing the flow of the transaction that fits with the Clients purposes and maintaining the direct impact of it.

## Corporate Finance

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### Pre IPO

Providing advisory to enhance the profile and credibility of Client's business as well as adequately prepare in advance of an IPO to ensure a successful outcome.

### Share Valuation

Creating stock or share valuation to indicate Client's value in the case of transactional action. K-advisory is licensed to conduct share valuation to public and private companies.

### Selling/Separate & Buying/Integrate

Assisting and advising Clients through our strategic portfolio management to improve Client's value and to help on monetize decisions, across the entire life cycle.

### Financing Solution

Linking the financier and the business owner with the best scheme and giving a value added to the beneficiary.

### Investment Analysis

Capturing opportunity by calculating an investment for its profitability to its risk and evaluate the investment fittings to Client's target and portfolio.

## Capital Budgeting

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### Strategic Planning

Generating feasible and sustainable financial story and financial structure which will be emended into a strategic implementation. Beginning with idea generation, validating that it is in line with company's vision, the goal is set. We then start preliminary study to analyze Client's idea and compliment it with industry condition.

### Budget Development

Assisting Client to developing a good financial planning and budgeting that enables allocating, tracking and monitoring of fiscal spending to help control spending, forecast cash flow and profit.

## Business Process Solution

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Improving the way Client's resource works by maximizing the key asset that enables employees, resources, and technology come together to produce better value for Client's business. Taking a critical look at how functions either contribute or detract from short- and long-term goals.

Assisting Clients to unlock profitability by driving revenue growth and improving operational effectiveness. Working with different departments to increase earnings, optimize operations, cut cost and increase efficiency

## Management Exposure

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### Feasibility Study

Helping Clients identify problems and opportunities, determine objectives, describe situations, define successful outcomes and assess range of cost and benefit associated with alternatives for problem solving. Resulting recommendation and setting limitation to establish viable business concept.

### Strategic Plan

Creating business plan that provides a tactical roadmap for Client to reach the company's growth goals. Starting with reviewing and auditing business ideas, conducting opportunity analysis and internal/external research, K-advisory will create strategic recommendation on business model, marketing and operation strategies and financial growth strategies



## WE ARE AFFILIATES WITH

Kantor Jasa Penilai Publik (KJPP) Iwan Bachron & Partner

*OJK's Registered Valuer for Business and Asset valuation with 13 (thirteen)  
Licensed Partners in place, including one from K-Advisory*



# OUR TEAM

## Danar Wihandoyo, MBA

*Engagement Partner*

### Professional Background

Danar Wihandoyo has over 20 years working in financial sectors started in PT Merrill Lynch Indonesia in 1996. His experience covers the area of Investment Banking, Corporate Finance as well as the professional as CFO for 11 years in 3 public listed companies. As the CFO in Telco, Coal Mining, Aviation support and Food Industry has boost his expertise in these areas, creating Danar Wihandoyo as a consultant who knows the execution in the real sector.

### Previous and Recent Projects

- Advisory for M&A of airlines company and performing a share valuation as well
- Debt financing for plantation, trucking and trading companies
- Internal advisor for one company to reach its IPO milestone in 3 years
- Share valuation of a one startup company owns by state owned company
- Safeguarding a budget activity of one listed company for 4 years periods
- Developing a five years strategic planning in listed companies
- Performing M&A deal for flight simulator's company
- Performing SOP compliance of Finance, procurement and operation for F&B and Health support Companies

### Core Experience

- Divestment of SOE with IMF and MoF
- Consultant of IBRA on debt restructuring
- Pre-IPO for PT Wijaya Karya and various companies
- Project director for SAP and ORACLE setup and implementation
- Strategic Planning for turn around companies
- Steering Committee for IT Review in listed company
- Various project on share valuation
- Various project in business process compliance and improvement

### Relevant Experience

- As an EVP Finance in PT Bakrie Telecom, Tbk
- As a Holding Finance Director of 8 subsidiaries in PT Eksploitasi Energy Indonesia, Tbk
- As a Holding Finance Director of 7 subsidiaries in PT Cardig Aero Services, Tbk



### Certification

A Licensed Business Valuer and Registered in OJK since 2010

- Valuer License : B -1.09.00213
- MAPPI Registered : 06-S-02003

### Professional Expertise:

- CFO for 3 listed company
- CFO for a holding company
- Business control and strategic planning
- Business Process improvement
- Investment and corporate finance

### Education

*University of Toledo*

MBA in Finance and Operation Management

*University of Toledo*

Bachelor of Science in Finance

## Ir. Adi Wijaya Sutoyo

*Senior Partner*



### Professional Background

Adiwijaya Sutoyo has over 20 years working in real sector majorly in aviation business, started in PT. Jasa Angkasa Semesta in 1998. His experience covers the area of Operation Support, Operation Business Process, Business Investment Group, Marketing, Commercial, Operations & Safety, Business Development. Have been working in multi department specially in Aviation and Operations has boost his expertise in these areas, resulting an experience as a consultant who knows the execution in the real sector.

### Previous and Recent Projects

- Advisory for M&A of airlines company and performing a share valuation as well
- Debt financing for plantation, trucking and trading companies
- Internal advisor for one company to reach its IPO milestone in 3 years
- Share valuation of a one startup company owns by state owned company
- Developing a five years business plan and Safeguarding a budget activity for subsidiary company for listed company.
- Performing M&A and also recertification for flight simulator's company
- Performing Organization restructuring and Business Process, Operation Compliance of Airlines and Simulator Company.

### Core Experience

- Various project on share valuation
- Aviation (Commercial and Cargo) Business Analyst
- Various project in business process compliance and improvement
- Preparing for International Operations and Safety Audit
- Restructuring of Simulator company and Realive Airlines Company for recertification.

### Relevant Experience

- GSE Engineering Quality Assurance at PT JAS
- Manager Cargo Marketing and Customer Services at PT. JAS
- Commercial Business Analyst in Mandala Air
- As a Head of Ground Operations & Cargo Mandala Air (Tiger Air Mandala)
- As a VP Business Development in PT Cardig Aero Services

### Professional Expertise:

- VP Business Development of Listed Company
- Head of Airlines Ground Operations and Cargo
- Operations and Safety Auditor
- Business Process improvement
- Commercial & Marketing
- Business Development

### Education

- Operation and Safety Instructure & Investigator
- Financial Programme
- Sarjana Teknik Mesin Universitas Trisakti

## Andre Mulpyana

*Senior Partner*



### Relevant Experience

- Associate Director at Ernst & Young Business Advisory
- Business Process Architect and Senior IT Consultant at IBM
- Business Consultant at Amdocs
- Consultant for Risk Management, Business Process, and Supply Chain Management at Arthur Andersen Business Consulting
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### Previous and Recent Projects

- Regulatory Advocacy for Indonesian Energy and Mineral Resources Ministry by developing a comparative analysis on the Downstream Gas Management Model and Gas Pricing Policy in UK, Poland, India, and Indonesia
- Develop a Digital Supply Chain Management and Market Portfolio Capital Strategy, production and logistic capacity and release improvement, strategic and operational improvement.
- Develop a Strategic Planning on Internal Development and Capital Allocation for Business expansion for a PGN
- Develop a Strategic Planning with IT and Operation Review on Cargo, Logistics, Airport Ground Handling.
- Develop Business Transformation, Investment Analysis for and Post Merger Integration for PPP (Public and Private Partnership) for city utilities.
- Develop a new Business Transformation plan and implementation plan for Mass Transportation System for Dedicated Line Bus, Monorails, and Elevated Bus.
- Develop a new Business Transformation plan and implementation plan for Public Water Utility
- Develop Business Transformation plan and implementation plan for City natural GAS
- Develop and manage project for Business Transformation and Supply Chain Improvement Transformation with Business Intelligence PT. Molindo Raya Industrial (Ethanol manufacturing company)

### Professional Background:

- Operation Director at City State Owned Utility Company
- Project Director at Glaxo Smith Kline
- Business Solution Manager at Coca ColaBottling Indonesia
- Continuous Improvement Manager at P.T. Kraft Foods Indonesia
- Senior Industrial Engineer at Empire Die casting, Cleveland, OH, USA
- Manufacturing Engineer at P.T. Genral Motors Indonesia

### Education

#### *Cleveland State University*

Master of Science in Industrial Engineering,

#### *Central Michigan University*

Bachelor of Science in Industrial Engineering.

# OUR CREDENTIALS

## Track Records in Share Valuation

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PT Garuda  
Indonesia, Tbk

PT Sriwijaya Air

PT NAM Air

PT NAM Training  
Center

PT Citilink  
Indonesia

PT Aerowisata  
Group

PT Aerofood  
Indonesia

PT Aerowisata  
Hotel

PT Waskita Toll  
Road

PT Cardig Aero  
Services, Tbk

## Track Records in Advisory

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PT Solusi Bangun  
Indonesia, Tbk

PT Dana Brata  
Luhur, Tbk

PT Angkasa  
Pura I (Persero)

PT Angkasa  
Pura Properti

PT Angkasa  
Pura Hotel

PlasticPay

# RELIABLE PARTNER.

If you have any inquiries, please contact

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FINANCE & BEYOND.