

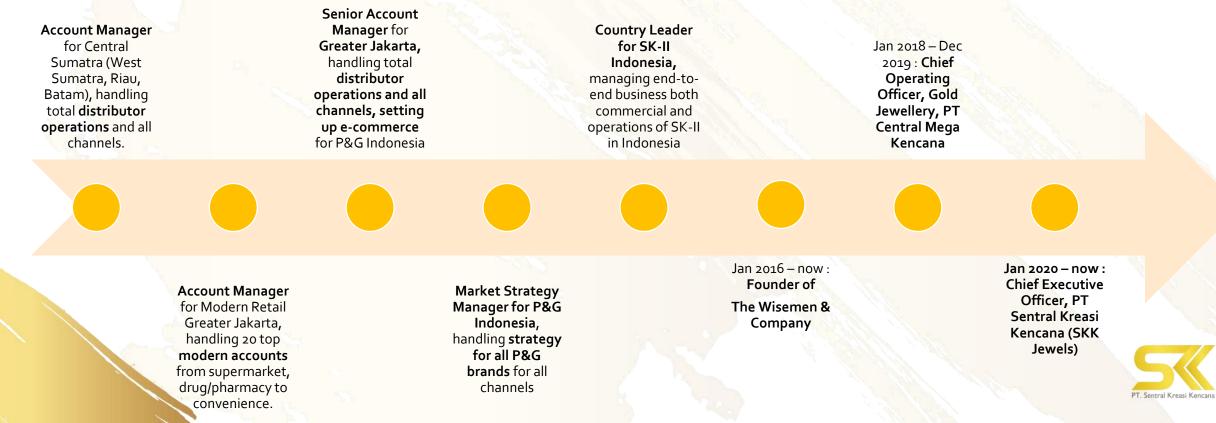


DIGITAL GOVERNANCE DALAM TRANSFORMASI INDUSTRI PERHIASAN EMAS

JENNIFER HERYANTO, CEO SKK JEWELS GRC SERIES MRT JAKARTA, JULI 2021

#### **ABOUT MYSELF**

- Founder & Chief Executive Officer of SKK Jewels, the fastest growing gold jewelry company in Indonesia with 3 champion brands : Hala Gold, Sandra Dewi Gold, and ILY Gold
- Founder of The Wisemen & Company (www.thewisemenco.com), a leading business development & marketing firm in Indonesia with several external recognitions such as Partner of the Year 2018 from Unilever Enterprise
- A P&G graduate, the world's number 1 FMCG company and world's best company for leadership with various assignments
- Obtained bachelor's degree from Industrial Engineering, Universitas Indonesia at 19 years old



#### **MY PROFESSIONAL RECENT ACHIEVEMENT**

## **Forbes** B UNDER ...

**ASIA 2021** 



F PROFILE

#### Jennifer Heryanto

Founder SKK Jewels Jakarta, Indonesia

Heryanto is the founder and CEO of SKK Jewels, leading a gold product development and manufacturing facility with over 250 workers and managing two award-winning jewelry brands (Hala Gold and Sandra Dewi Gold). It has become one of the fastest growing gold jewelry brands in Indonesia, tapping into the country's massive demand for gold products. A self-made entrepreneur, Heryanto is also the founder of The Wisemen & Company, a brand management firm focusing on consumer goods, beauty, luxury, and lifestyle. She learned about consumer goods at Procter & Gamble Indonesia, where she led their local SK-II team. LESS



#### **INDONESIA'S GOLD JEWELLERY INDUSTRY GAP**

No standardized gold content with actual content is below from what its claimed

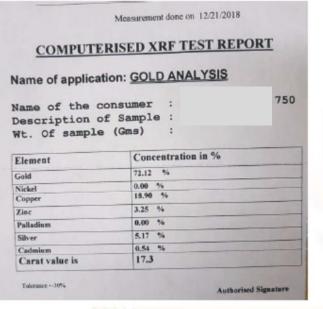
No 'proper' brand

No trading term to retailer



### **INDONESIA'S GOLD JEWELRY INDUSTRY GAP**

#### Example of current gold jewelry products in the market





	tion: GOLD ANALYSIS
Name of the o Description o Wt. Of sample	of Sample :
Element	Concentration in %
Eacment	
	67.85 %
	67.85 % 0.00 %
Gold	
Gold Nickel	0.00 %
Gold Nickel Copper	0.00 % 22.05 %
Gold Nickel Copper Zinc	0.00 % 22.05 % 5.12 %
Gold Nickel Copper Zinc Palladium	0.00 % 22.05 % 5.12 % 0.00 %

Tolernace + 30%



With being engraved as 750 gold content, it should contain 75% gold. The actual gold is only 72%

With being engraved as 700 gold content, it should contain 70% gold. The actual gold is only 67%



## **SKK JEWELS' REASONS FOR BEING**



A GAME-CHANGER in in the gold jewelry industry

To be the most leading gold jewelry company in Indonesia Menjadi perusahaan perhiasan emas paling terkemuka di Indonesia

#### MISSION

VISION

Highlights :

Industry Leadership with Integrity

# To drive Indonesia's jewelry industry to the next level by providing the best products and services with integrity & continuous innovation through sustainable brands

Menjadi penggerak utama industri perhiasan emas di Indonesia dengan menyediakan produk dan layanan berkualitas tinggi melalui operasional yang penuh integritas dan inovasi berkelanjutan melalui merek-merek aspirasional

The Best Products & Services

Sustainable Brands

#### **Continuous Innovation**



## **SKK JEWELS' INTRODUCTION**

PT. Sentral Kreasi Kencana

Officially running from January 1<sup>st</sup>, 2020

The fastest growing gold jewelry company in Indonesia with full-fledged operations from product development, manufacturing, distribution, to brand building

The only gold jewelry company with certified gold content from Ministry of Industry, Indonesia

Direct to Consumer (D2C)

Wholesale

(B<sub>2</sub>B)







### **SKK JEWELS' GAME-CHANGER HIGHLIGHTS**

## HONESTY

The first and the only gold jewelry with certified gold content certification from Ministry of Industry (SNI 8880 : 2020)

## 

Creating the best gold jewelry products with high craftsmanship, recognized as 'diamond look' product

## AUTHENTICITY

Authentic design from original idea, not from imitating other brands

## ASPIRATIONAL

Building emotional value with end user and key opinion leader as aspirational brand



Certified as THE FIRST AND THE ONLY GOLD JEWELRY COMPANY IN INDONESIA with certified gold content



KEMENTERIAN PERINDUSTRIAN R.I BALAI BESAR KERAJINAN DAN BATIK LEMBAGA SERTIFIKASI PRODUK TOEGOE (TOEGOE – PCB) JI. Kusumanegara No. 7 Telp. (0274) 546111, 512456 Fax. (0274) 543582 YOGYAKARTA – 55166





TOEGOE - PCB

F4.63T3 rev 2



#### Certified as THE FIRST AND THE ONLY GOLD JEWELRY COMPANY IN INDONESIA with certified gold content



KEMENTERIAN PERINDUSTRIAN R.I BALAI BESAR KERAJINAN DAN BATIK LEMBAGA SERTIFIKASI PRODUK TOEGOE

(TOEGOE – PCB) Jl. Kusumanegara No. 7 Telp. (0274) 546111, 512456 Fax. (0274) 543582 Email : bbkb depperin@yahoo.com

YOGYAKARTA - 55166



ifikat : No. 001.a/T-PCB/Pe//2020 negang sertifikat : PT. SENTRAL KREASI KENCANA						
gang :	sertifikat	PT. SENTRAL KREASI KEN	CANA			
t		: JI. Suci No 8 Susukan, Cirac	as, RT 02 RW 04, J	akarta Timur, Provinsi DKI Ja	akarta	
NO.	PRODUK YANG DISERTIFIK	ASI	KARAT / KADAR		KETERANGAN	
NU.	MERK	JENIS	ITEM NUMBER	ARAL / RADAR	STANDAR RELEVAN/SNI	RETERANGAN
		Perhiasan Gelang	BG/BR	18 K / 75.40% - 78.19%	SNI 8880:2020 Barang-Barang Emas	Sertifikasi Tipe 3
		Perhiasan Cincin	RI	18 K / 75.40% - 78.19%		
		Perhiasan Anting	EA	18 K / 75.40% - 78.19%		
		Perhiasan Kalung	NC	18 K / 75.40% - 78.19%		
		Perhiasan Liontin	PD	18 K / 75.40% - 78.19%		
		Perhiasan Bros	BO	18 K / 75.40% - 78.19%		
		Perhiasan Gelang	BG/BR	17 K / 70,83% -74,99%		
	1. Sector and	Perhiasan Cincin	RI	17 K / 70,83% -74,99%		
1	HALA Gold	Perhiasan Anting	EA	17 K / 70,83% -74,99%		
		Perhiasan Kalung	NC	17 K / 70,83% -74,99%		
		Perhiasan Liontin	PD	17 K / 70,83% -74,99%		
		Perhiasan Bros	BO	17 K / 70,83% -74,99%		
		Perhiasan Gelang	BG/BR	9K / 37,50% - 41,66%		
		Perhiasan Cincin	RI	9K / 37,50% - 41,66%		
		Perhiasan Anting	EA	9K / 37,50% - 41,66%		
		Perhiasan Kalung	NC	9K / 37,50% - 41,66%		
		Perhiasan Liontin	PD	9K / 37,50% - 41,66%	COS PERS	

Pit. Kepala Bidang Pengujian, Sertifikasi, dan Kalibrasi

Dr. Ir. Retno Widiastuti, MM.

Sertifikat ini memberikan hak kepada perusahaan untuk menggunakan tanda sertifikasi pada perusaha kemasan produk, iklan atau tujuan promosi lainnya sesuai ketentuan yang berlaku. Sertifikat ini tidak boleh direproduksi sebagian atau secara keseluruhan tanpa izin tertulis dari TOEGOE – PCB.

TOEGOE - PCR

F/4.6.373 rev 2







KEMENTERIAN PERINDUSTRIAN R.I BALAI BESAR KERAJINAN DAN BATIK LEMBAGA SERTIFIKASI PRODUK TOEGOE (TOEGOE – PCB) J. Kusumanegara No. 7 Telp. (0274) 546111, 512456 Fax. (0274) 543582 Email : bbb/b depperin@yahoo.com

YOGYAKARTA - 55166



Gertifikat	: No. 001.b/T-PCB/Pe/l/2020

Pemegang sertifikat

Alamat

PT. SENTRAL KREASI KENCANA

: JI. Suci No 8 Susukan, Ciracas, RT 02 RW 04, Jakarta Timur, Provinsi DKI Jakarta

NO.	PRODUK YANG DISERTIFIKASI		KARAT / KADAR		KETERANGAN		
	MERK	JENIS	ITEM NUMBER	- Renal / Report	STANDAR RELEVAN/SNI	NETERARDAR	
		Perhiasan Gelang	BG/BR	18 K / 75.00% - 79.16%	SNI 8580:2020 Barang-Barang Emas	Sertifikasi Tipe 3	
		Perhiasan Cincin	RI	18 K / 75.00% - 79.16%			
	Sandra	Perhiasan Anting	EA	18 K / 75.00% - 79.16%			
· · · ·	Dewi Gold	Perhiasan Kalung	NC	18 K / 75.00% - 79.16%			
		Perhiasan Liontin	PD	18 K / 75.00% - 79.16%			
		Perhiasan Bros	80	18 K / 75.00% - 79.16%			



Sertifikat ini memberikan hak kepada perurahaan untuk menggunakan tanda sertifikasi pada produk / kemasan produk, iklan atau tujuan promosi lainnya sesuai ketentuan yang berlaku.Sertifikat ini tidak boleh direproduksi sebagian atau secara keseluruhan tanpa izin tertulis dari TOEGOE – PCB.

TOEGOE - PCB

F/4.6.3 T 3 res 2



Certified as THE FIRST AND THE ONLY GOLD JEWELRY COMPANY IN INDONESIA with certified gold content Kementerian Perindustrian REPUBLIK INDONESIA KEMENTERIAN PERINDUSTRIAN R.I BALAI BESAR KERAJINAN DAN BATIK

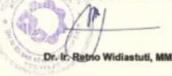
LEMBAGA SERTIFIKASI PRODUK TOEGOE

(TOEGOE – PCB) JL Kusumanegara No. 7 Telp. (0274) 546111, 512456 Fax. (0274) 543582 Email : bbkb\_depperin@yahoo.com YOGYAKARTA – 55166



ikat Igang si at	ertifikat	: No. 001.c/T-PCB/Pe/l/2020 : PT. SENTRAL KREASI KEN : JI. Suci No 8 Susukan, Ciraca		ikarta Timur, Provinsi DKI Ja	akarta	
NO	PRODUK YANG DISERTIFIKASI		KARAT / KADAR			
	MERK	JENIS	ITEM NUMBER	KARAT / KADAR	STANDAR RELEVAN/SNI	KETERANGAN
	ILY Gold	Perhiasan Gelang	BG/BR	9K / 37,50% - 41,66%	SNI 6860:2020 Barang-Barang Emas	Sertifikasi Tipe 3
		Perhiasan Cincin	RI	9K / 37,50% - 41,66%		
		Perhiasan Anting	EA	9K / 37.50% - 41.66%		
		Perhiasan Kalung	NC	9K / 37,50% - 41,66%		
		Perhiasan Liontin	PD	9K / 37,50% - 41,66%		
1000		Perhiasan Bros	BO	9K / 37,50% - 41,66%	1	

Plt. Kepala Bidang Pengujian, Sertifikasi, dan Kalibrasi



Sertifikat ini memberikan hak kepada perusahaan untuk menggunakan tanda sertifikasi pada produk / kemasan produk, iklan atau tujuan promosi lahnya sesuai ketentuan yang berlaku. Sertifikat ini tidak boleh direproduksi sebagian atau secara keseluruhan tanya izin tertuku dari TOEGOE – PCB.



TOEGOE - PCB

Our products come from original idea not from imitating other brands



#### Two Tone Color





OST Aleri

4D Design





SW20470

4D Design





2 in 1 Style

1 product has 2 different wearing styles





#### **Multifunction**

Brooch & Pendant in 1 Product



3LZ0555

±16,3 gr



3LZ0773 ±21,6 gr



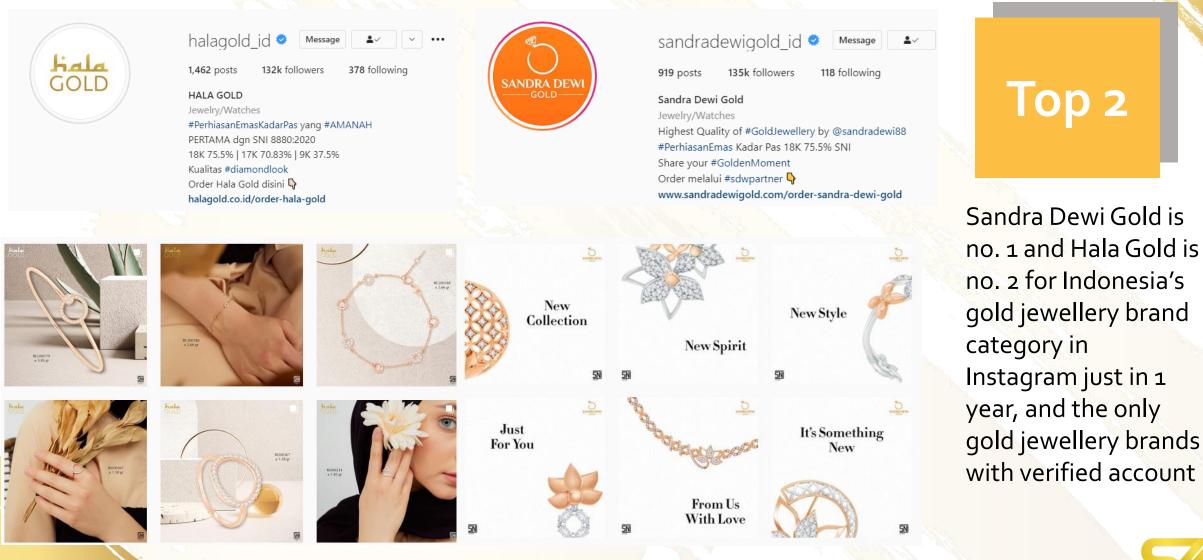


### **GAME CHANGER HIGHLIGHT – LASTING**

Our product is produced with the best craftsmanship with 'diamond look' quality

Comparison of Finishing Quality of Hala Gold vs. Competitor



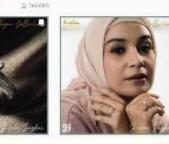






BIGTV







No. 2 in Instagram for gold jewellery brand category in Indonesia with **133k** followers

#### Key Highlight :

- Hala Gold was launched in April 2018 with a very high acceptance rate in the targeted consumers
- Driven by influencer, customer (gold shop owner) endorsement, and engaging content



Influence people by being	Model, Presenter, Celebrity
Number of Follower	20.4 million (Top 10 Influencer with Highest Followers in Indonesia)
Inspirational woman as	<ul> <li>Young mother with 'perfect princess' life : has good looking husband, adorable baby boy, and able to continue her career &amp; personal passion</li> <li>Cinderella Ambassador – Walt Disney Indonesia</li> <li>CIMB Niaga Bank Ambassador – Top 5 Bank in Indonesia</li> <li>Entrepreneur : * Saint by Sandra : Makeup Brand</li> </ul>
Track record	<ul><li>Never earn bad reputation or gossip</li><li>Princess life</li></ul>



sandradewi88 🔗

5,803 posts 20.4m followers

486 following

Message

Sandra Dewi Actress, TV Host ,Brand Ambassador & Business Woman Mother of @raphaelmoeis @mikhaelmoeis2 sandradewicontact@gmail.com





#### Spokespersons of Hala Gold called **#HALALADIES**

#### Each **#HALALADIES** has special collection under their name...





#### Consumers buy Hala Gold as collection and create #HalaGoldHunter movement





uda lupa dr sejak kapan mulai cinta bgt sama model hala 😅 😉

sampe sekarang kalo beli jawelery pst hala trs

apalagi yg perpaduan rose gold dan white gold aq sk bgt 😒 😒

halagold id 20m ferly.fadhilah87 to you 2h





Udah ketagihan,sis hehehe 😉 😉 😉





Consumers come to the store before the gold shop opens

Yesterday 2:45 PM

Min... Aq order barang via tokomas 6 pusat.. Astaga antriannya... Tiap ada hala gold. Susah dpt...





#### SKK JEWELS 3<sup>RD</sup> BRAND



#### D2C (Direct to Consumer)



#### About ILY Gold

#### #SayitWithILoveYou

Our curated collection of the most exclusive pieces for modern young women. Elegantly wrapped in beautiful rose gold and authentic rose quartz stone. Through ILY Gold, we want to encourage young women to always be confident, fun, and be who you are. ILY GOLD's own tagline – *Say It With I Love You* – invites young people to be more courageous in expressing themselves and their love for their loved ones with something that has high durability such as gold jewelry as well as for long-term investment



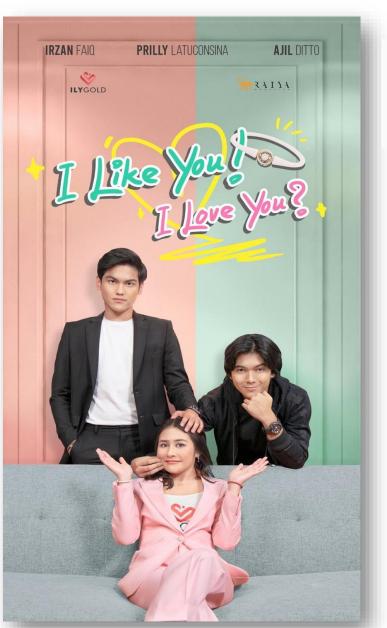
- Fun
- Unique
- Lively
- Best Quality
- Passionate

#### **Target Market**

Young women in big cities from 18-30 years old :

- Young executive
- First jobber
- Varsity students







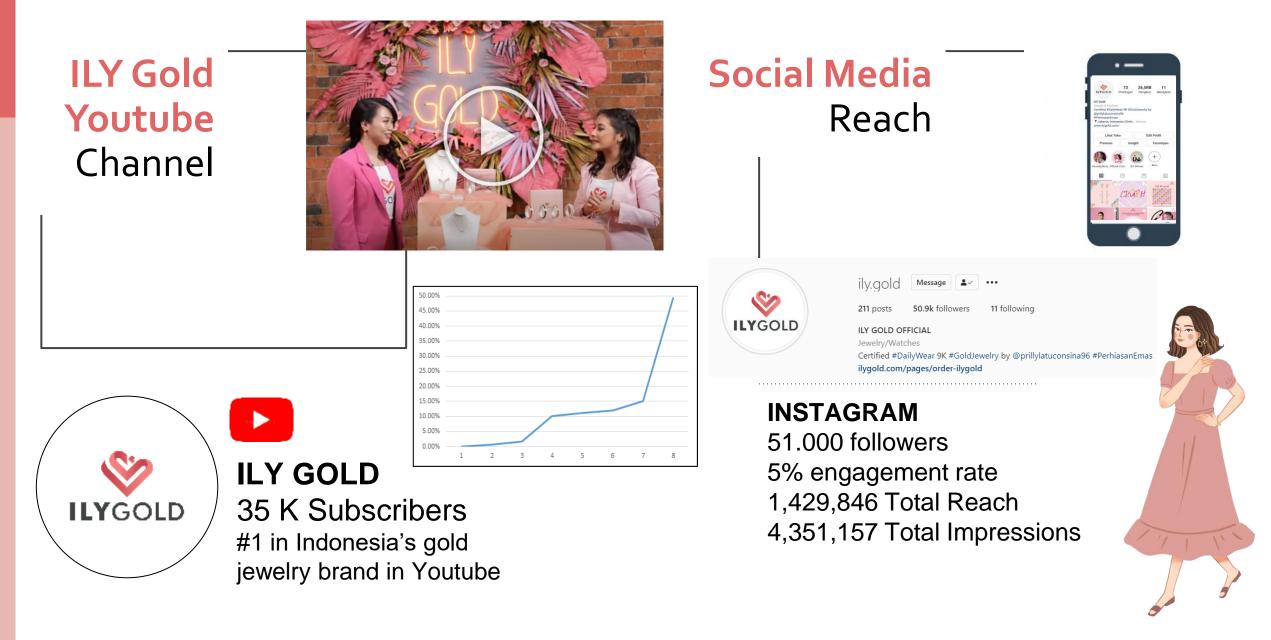
#### **ILY GOLD SNAPSHOT**

#### www.ilygold.com





#### Engaging Brand Engagement Results Just in 3 Months



#### The Highest Engagement Ever Of New Brand's Online Grand Launch In Indonesia











	Episode 1	Episode 2	Episode 3	Grand Launching & Episode 4
Impressions	3.422.000	1.300.000	1.158.000	928.000
Total Views	502,000	317.000	266.000	208.000
Watch Time	13.800 hours	12.500 hours	9.700 hours	14.864 hours
Subscribers Increase	+9.700 subscribers	+3.400 subscribers	+1.768 subscribers	+364 subscribers

Episode 1 https://www.youtube.com/watch?v=fU4d7avFb1w&t=35s Episode 4 : https://www.youtube.com/watch?v=IV6XKIf3mdo



## SKK JEWELS' KEY TO IMPLEMENT GRC

#### Engaging with all key stakeholders and synchronizing all together

Employee Government

Customers

Key Opinion Leader

Consumers



### SKK JEWELS' CORE VALUES FOR OUR #GOLDSQUAD

G ROW TO WIN Tumbuh untuk menjadi yang terunggul, bukan sekadar menjadi pemanis di industri perhiasan emas.

Kepemilikan yang tinggi atas tanggung jawab yang diemban, atas produk/service yang dikerjakan, dan juga menjaga nama baik brand dan SKK Jewels sebagai rumah kita bersama.

L EADERSHIP

0

F

**WNERSHIP** 

- Kepemimpinan harus dimulai dari diri sendiri. Diri sendiri adalah musuh utama yang harus ditaklukan untuk menjadi pribadi profesional yang semakin baik dan mahir
- D RIVE THE EXCELLENCE
- Kualitas terbaik menjadi keunggulan SKK Jewels yang tidak boleh dikompromikan dan harus konsisten. Standar kerja dan kualitas yang sudah ditetapkan tidak boleh diturunkan dalam kondisi apapun.
- L EARN & INNOVATE CONTINUOUSLY Keterbukaan untuk terus menerus belajar dari siapapun menjadi ciri khas seorang individu di dalam SKK Jewels.
  - **NTEGRITY** Kejujuran dan integritas dalam hal apapun menjadi nilai dasar setiap individu, setiap divisi, setiap brand dan seluruh elemen perusahaan
  - OCUS ON PEOPLE

Perlakukan konsumen, customer (pelanggan), supplier dan tim sebagai partner jangka panjang kita

**MBRACE CHANGE WITH AGILITY** 

Menjadi perusahaan paling unggul, gesit, dan fleksibel dalam beradaptasi dengan dinamika tren masa depan.





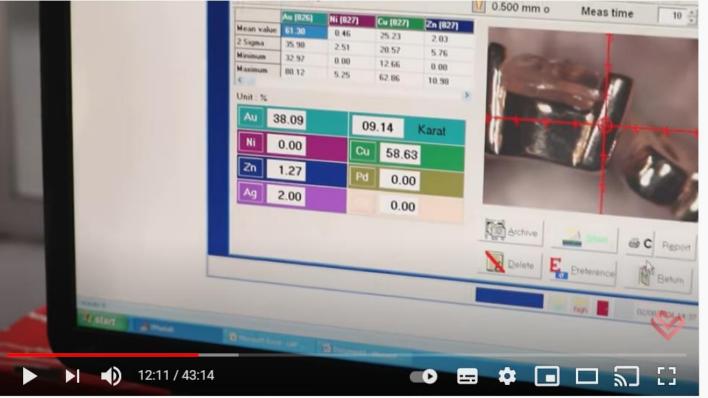




gatiwibawaningsih Hari ini saya melakukan kunjungan ke PT. Sentral Kreasi Kencana (SKK Jewels) yang berlokasi di Ciracas Jakarta Timur beraama dengan Kepala Badan Standardisasi dan Kebijakan Jasa Industri Bapak Doddy Rahadi sebagai agenda rutin untuk mengetahui kondisi di lapangan dalam hal ini sektor industri perhiasan, serta memantau penerapan SNI 8880-2020 pada barang-barang emas.

SNI ini juga diharapkan dapat memberi perlindungan kepada konsumen tentang informasi standar kadar pada perhiasan. PT. Sentral Kreasi Kencana (SKK Jewels) sendiri telah sukses membangun 2 brand ternama yaitu Hala Gold & Sandra Dewi Gold.

Semoga PT. Sentral Kreasi Kencana (SKK Jewels) semakin sukses dan menjadi contoh bagi para pelaku industri perhiasan lainnya untuk terus berkreasi dan berkembang di masa pandemi ini. (07/05/21)



#### #ILYGOLD #WebSeriesILYGold #ILYILY

ILY GOLD LAUNCH NIGHT | Final Episode Web Series | Like You! | Love You? Episode 4

236,282 views · Premiered on 14 Feb 2021

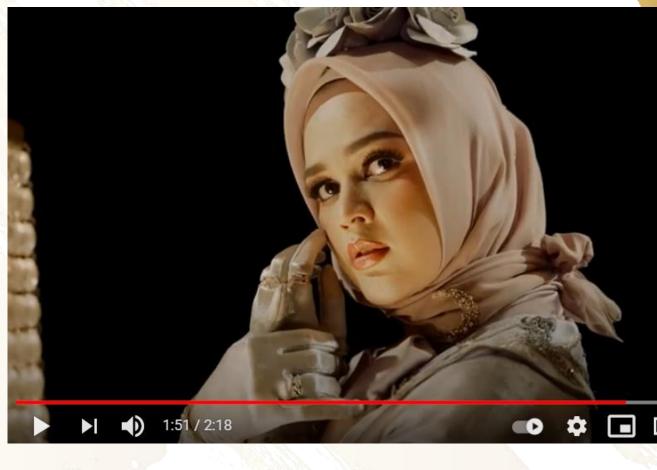
1 9.5K ● 93 A SHARE =+ SAVE ...







• • • • • • 1







#### Engaging with customers (gold shops) to communicate our brand's commitment







"Integrity is doing the right thing Even when no one is watching." <u>www.skkjewels.com</u> @@skk.jewels / CEO @jennheryanto