

# Strategic Management

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Have them all sale the product?



The products = ECO EFFICIENCY for the process (only with the tangible assets of



What do think they should do? It has the company vs its competitors?

the products) vs. ENVIRONMENTAL COST LEADERSHIP = the products itself



Group 2: Astrid, Bernard, Oktafia, Amalia

We are the consultant for Syngenta and therefore, it is called WE, as the consultant for Syngenta



It is an agricultural based company



We have 116 department in Research & Development Initiatives

Profitability sides?



### ECO-EFFICIENCY (TBD)

Process	Action	Location
Water reduction	Filtration water treatment	In.g. Salween Plant
	Aerobic water filter	In.g. Salween Plant
Energy reduction	Solar panel	In.g. Fuyang Plant

### BEYOND COMPLIANCE

#### Certification & Awards

**ISO 14001**  
TSD used the factory visit

**PROPER - Blue**  
Agencies also certified PROPER-Blue by the Ministry of Environment (2022)

**Green Industry**  
Industry also certified Green Industry by the Ministry of Industry (2022)

### BEYOND COMPLIANCE

#### Green Chain

**Sinar Dunia Indonesia**  
Partner's Commitment and climate change reduction

**Pertamina & Pertamina Indonesia**  
Partner in the important role of petroleum and more in cooperation with PT Pertamina

### ECO-BRANDING

**PRODUCT NAME**  
TSD used the factory visit

### SUSTAINABLE VALUE INNOVATION

**XXX**  
TSD used the factory visit

**Grossvalue**  
Reduce footprint of energy glass and beneficial waste

**XXX**  
Reduce footprint, this reducing footprint generation

**Cetris**  
Partnering Innovation to create business value for friends in Indonesia

### PESTLE Analysis

- Political**: Indonesia focuses on reducing carbon footprint to support its transition to green economy by 2060 and other targets for its transition to a low-carbon and climate-resilient economy.
- Economic**: Indonesia is a growing economy with a strong potential for economic development. The government is focusing on infrastructure development and digital transformation to support economic growth.
- Social**: Indonesia has a diverse and multicultural population. The government is focusing on social justice and improving the quality of life for all citizens.
- Technology**: Indonesia is a rapidly growing digital market. The government is focusing on digital transformation and supporting the development of digital infrastructure.
- Legal**: Indonesia has a complex legal system. The government is focusing on improving the legal system and supporting the development of digital infrastructure.
- Environmental**: Indonesia has a rich natural resource base. The government is focusing on environmental protection and sustainable development.

### Porter's Five Forces Analysis

- Supplier Power**: A kind of power that is high when there are few suppliers.
- Threat of New Entry**: The possibility of new competitors entering the market.
- Buyer Power**: The power of buyers to drive prices down and demand higher quality.
- Substitution**: The possibility of products or services that can replace the product.
- Rivalry**: The intensity of competition between existing firms.

### VALUE CHAIN ANALYSIS

The diagram shows a value chain starting from 'Supplier Network' and 'Product Network' leading to 'Value Chain' and finally 'Customer Network'. The 'Value Chain' is represented by a large arrow pointing right, with various internal processes and activities contributing to the overall value.

### VRIO Analysis

**V**

Strong value creation

Strong value creation is sustained in the market

Strong value creation is rare

Strong value creation is hard to imitate

Strong value creation is hard to substitute

**R**

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### SWOT Analysis

#### Strengths

- Strong brand reputation
- Strong global customer relationships
- Strong technology capabilities
- Strong financial performance

#### Weaknesses

- Challenging regulatory environment
- High operational costs
- Aggressive competitors
- Highly volatile market conditions

#### Opportunities

- Expanding into new markets
- Strong global customer relationships
- Strong technology capabilities
- Strong financial performance

#### Threats

- Challenging regulatory environment
- High operational costs
- Aggressive competitors
- Highly volatile market conditions

Strong SVI Product = about label? How much?



Introducing the digital agricultural schemes = initiatives for Indonesian agricultural

Recommendation = 2 = at least the company & its sustainability

- Facing generic standard (pesticides, etc) but you have to come up with suggestion ECO BRANDING
- Technology adaption in Indonesia is rather low
- Sustainability in Indonesia
- Suggestion will be on ECO BRANDING, BEYOND COMPLIANCE, ECO EFFICIENCY & ECO FRIENDLY
- SVI recommendation with ECO LABEL + do cheap in SUSTAINABILITY

Group 1: Bobeth, Dwi, Sylvia



**BUSINESS REFINANCING**

The slide displays several bar charts and a flow diagram illustrating the company's financing strategy. The charts compare different metrics, likely related to capital structure and debt management. The flow diagram shows the relationship between various financial instruments and their impact on the company's overall financial health.

**Sustainability**

This slide features a table with multiple columns and rows, likely representing key performance indicators (KPIs) or sustainability metrics. To the left of the table is a bar chart showing the performance of these metrics over time. The slide is branded with the DeltaDunlo logo.

**Managing Climate and Environmental Issues**

The slide contains a central flowchart that outlines the company's approach to climate and environmental management. The flowchart starts with 'Climate Change' and branches into various areas of focus, including emissions, resource efficiency, and environmental protection. Text boxes provide additional context for each stage of the process.

**Sustainability Policies and Strategy**

**Sustainability Goals**

1. Towards a net zero by 2050, through efficiency, the latest technology, and decarbonisation in other industries
2. Make a positive impact on 1 million people through our operational activities
3. Improvement of employees' health and safety performance
4. Strengthening sustainability governance
5. Integrating ESG (environmental, social, governance) aspects in Delta Dunlo's business operations

**Sustainability Policies and Strategy**

**Sustainability Framework**

The slide presents a 'Sustainability Framework' diagram. It shows a central box labeled 'Sustainability' connected to various strategic areas. Below the diagram, there is a list of bullet points detailing the company's commitment to sustainability, including its adherence to international standards and its focus on stakeholder engagement.

**Sustainability Policies and Strategy**

**Key Sustainability Strategies**

1. Operational Excellence
  - Operational efficiency
  - Implementation of local initiatives
  - Human resources development
  - Improving of performance and productivity
  - Adapting to changes in the processes of business strategy
2. Diversification Towards a Transition to New Business Model
  - Commitment to reduce the value of financial cost in its investment areas that Delta Dunlo continues to make through business insurance and other solutions oriented to the business
  - In 2022, signed with Bancorres Limited, based on the Agreement (BNA) on the credit line strategy.

**Sustainability Policies and Strategy**

**Contribution to Sustainable Development Goals (SDGs)**

This slide lists the company's contributions to various Sustainable Development Goals (SDGs). It includes a table with columns for the goal number, the goal's name, and a detailed description of the company's specific initiatives and actions to support that goal.

**Contribution to Sustainable Development Goals (SDGs)**

The slide contains a detailed table mapping the company's activities to the 17 SDGs. Each row represents an SDG, and the columns describe the company's specific contributions, such as investments in research and development, employee training programs, and community support initiatives.

**Contribution to Sustainable Development Goals (SDGs)**

This slide provides another detailed view of the company's contributions to the SDGs. It includes a table with columns for the goal number, the goal's name, and a detailed description of the company's specific initiatives and actions to support that goal.

**Sustainability Strategy Analysis**

1. McKinsey's TS Analysis
2. PESTEL Analysis
3. Porter's Five Forces Analysis
4. SWOT and TOWS Analysis

Have only the descriptive for this strategies into 4 strategies

Too crowded for the slides  
Key strategies to be put into OUR slides

