



PERWITA NUSARAYA GROUP

"Your Global Career Partner"

PRESENTATION 2024





Company Overview

The Perwita Nusantara group of companies was founded in August 1994 with the mission to **uplift Indonesians through educational training and job placement**. Our headquarters is located in the suburbs of Surabaya, the second-largest city in Indonesia.

Our recruitment and training offices are strategically located across the country to effectively serve our crew and clients. Currently, we have offices in Surabaya, Jakarta, Bali, and South Korea, with plans to expand to more locations in the near future.



Milestone



Established

August, 1994

Established in August 1994 to carry out activities of Human Resources Development in Indonesia.



Manpower Recruiting

2000

Approved by The Ministry of Manpower as an Indonesian Manpower Recruiting company for Overseas placement.



Korea Fishing Vessels

2014

The company entered the South Korean job market by placing Indonesian fishermen on coastal fishing boats.



Collaborations for the recruitment of seafarers

2018

The company entered the South Korean job market by placing Indonesian fishermen on coastal fishing boats.



PT. Perwita Maritim Pershada 2018

Established PT. Perwita Maritim Pershada, a Maritime Training Center based on STCW 2010 and approved by Directorate General of Sea Transportation, Indonesia



PT. Hamerta Sinar Surya 2019

PT. HAMERTA SINAR SURYA a Construction Skill Training and Test Center, and recognized by CIDB Malaysia to upgrade skill worker's competency



Internship Program 2020

Having approval by the Ministry of Manpower of Indonesia to conduct Internship Program to Japan, managed by LPK Perwita Nusantara as Legal Sending Organization



Our Business Units

Sea Based



Land Based



**Maritime
Training Center**



**Overseas
Internship**





Sea Based

Perwita Nusantara Group presents an unparalleled sea-based experience, offering a range of exceptional services that cater to various maritime interests.

River Cruise

- Scylla Gastro Ltd
- Riverman Cruises GmbH
- River Cruise Services, Ltd
- Cruisinc Staff Limited, Ltd

Coastal Fisherman

- Jae Hwa Co. Ltd, South Korea

Ocean Cruise

- We have helped Indonesian crew members secure job positions on some of the world's leading cruise lines, such as Carnival Cruise Line, Oceania, Marella, Regent Seven Seas, and Virgin Voyages.

Expedition Cruise

- Anglo Eastern Leisure Management Inc.



Land Based



Japan (Technical Intern, working program, aquaculture, construction intern , and hotel intern)

- | | |
|--------------------------------|--|
| 1.JHI Kyoudou kumiai | 5. Global Business Alliance Kyoudou Kumiai |
| 2.Kyoudou kumiai Arine | 6. Julian Kyoudou Kumiai |
| 3.Kyoudou kumiai Yamato | 7. Japan Business Support Kyoudou Kumiai |
| 4.Hotate Jigyou Kyoudou Kumiai | |

Hong Kong – Maid Agency

- 1.Wingfai Employment Limited
- 2.Maxwell International Employment Agency
- 3.Get Maid Agency
- 4.Wecarehelpers Employment Agency
- 5.Regent Pacific Service Agency
- 6.Sung Care Employment Agency

Taiwan – Maid Agency

- 1.Vision International Manpower Service Co, Ltd
- 2.Giant Manpower Resource Co, Ltd
- 3.Juxing Management Consulting Co, Ltd

Malaysisa Maid Agency

- 1.DHR SDN. BHD



Malaysia Constructions

- | | |
|--------------------------|-----------------------|
| 1.Equator SDN. BHD | 6.Sunmow SDN. BHD |
| 2.Wawasan Intact SDN.BHD | 7.Juara Usaha SDN.BHD |
| 3.Inta Bina SDN.BHD | 8.CYML GROUP SDN.BHD |
| 4.TRC SDN.BHD | 9.RDT SDN.BHD |
| 5.Rotary SDN.BHD | |

Malaysia Factory

- 1.Everwant SDN. BHD (Windows Blinds Manufacture)

Poland (Processing, Packaging & Construction)

- | | |
|-----------------------------|-------------------|
| 1.Ewl Outsourcing Sp. Z O.O | 4.Zerke Sp. Z O.O |
| 2.Main Partner Sp. Z O.O | 5.K & M Sp. Z O.O |
| 3.Smart Workers Sp. Z O.O | |

Domestic Outsourcing

- 1.Security Staff
- 2.Production Staff for Factories

Turkey

- 1.AST Global (Hotel)





Our Maritime Training Center

This maritime training center is privately owned by the Perwita Nusantara group, specializing in maritime education and training within Indonesia. The primary objective of this organization is to cultivate skilled and accomplished professionals to meet the demands of the maritime sector, ensuring competitiveness and proficiency in the workforce.

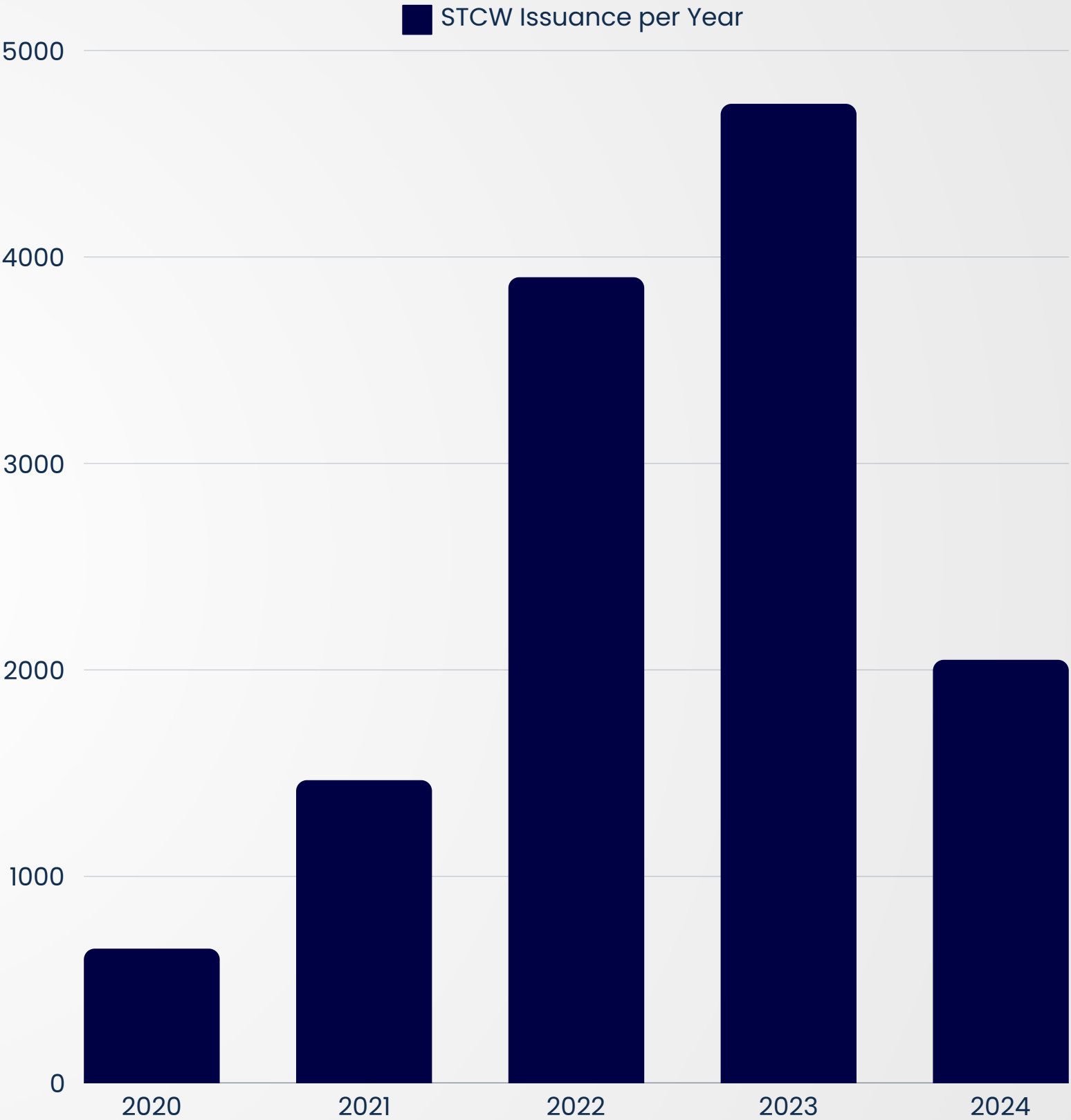
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- **BASIC SAFETY TRAINING (BST)**
 - **SURVIVAL CRAFT AND RESCUE BOAT (SCRB)**
 - **CROWD MANAGEMENT TRAINING (CMT)**
 - **MEDICAL FIRST AID (MFA)**
 - **CRISIS MANAGEMENT AND HUMAN BEHAVIOUR TRAINING (CMHBT)**
 - **SECURITY AWARENESS TRAINING (SAT)**
 - **REVALIDATION PROGRAM (BST, PSCRB)**

NEXT »

Report of STCW Certificates issued by our Maritime Training Center PT. Perwita Maritim Pershada



No	TYPES OF STCW CERTIFICATES ISSUED FROM 2020 - 2024		TOTAL PER TYPES OF STCW CERTIFICATES
1	BST	BASIC SAFETY TRAINING	3.643
2	CRISIS	CRISIS MANAGEMENT AND HUMAN BEHAVIOUR	2.835
3	CROWD	CROWD MANAGEMENT	2.832
4	MFA	MEDICAL FIRST AID	227
5	SAT	SECURITY AWARENESS TRAINING	2.653
6	SCRB	PROFICIENCY INSURVIVAL CRAFT AND RESCUE BOATS	449
7	SDSD	SEAFARERS WITH DESIGNATED SECURITY DUTIES	36
8	MC	MEDICAL CARE	5
9	AFF	ADVANCE FIRE FIGHTING	67
10	REVAL	REVALIDATION	62
GRAND TOTAL			12,809





Our Database of

Crew deployed, candidates in gap pool and applicants in ATS

SEA BASED

7 CLIENTS

DEPLOYED

4,290 Crew Members

GAP POOL

1,746 Crew Members

ATS

661 Applicants

LAND BASED

INTERNATIONAL

33 CLIENTS

DEPLOYED

3,701 Employees

GAP POOL

282 Candidates

ATS

23 Applicants

LAND BASED

DOMESTIC

2 CLIENTS

DEPLOYED

4,624 Staffs

GAP POOL

1,345 Candidates

TOTAL

DEPLOYED

12,615 Employees

GAP POOL

3,373 Candidates

ATS

684 Applicants

Licences



ISO 9001:2015



SIUPAK Ministry of Transportation



MLC 2006



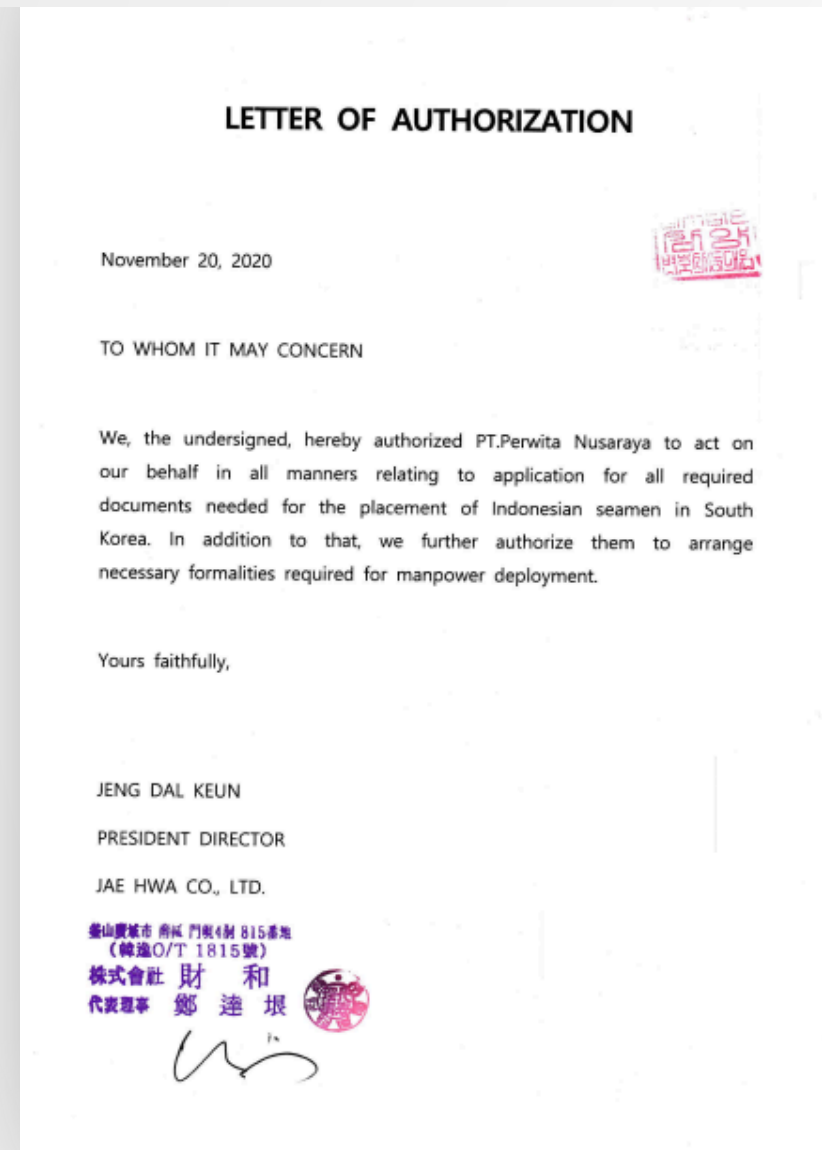
BP2MI Ministry of Manpower



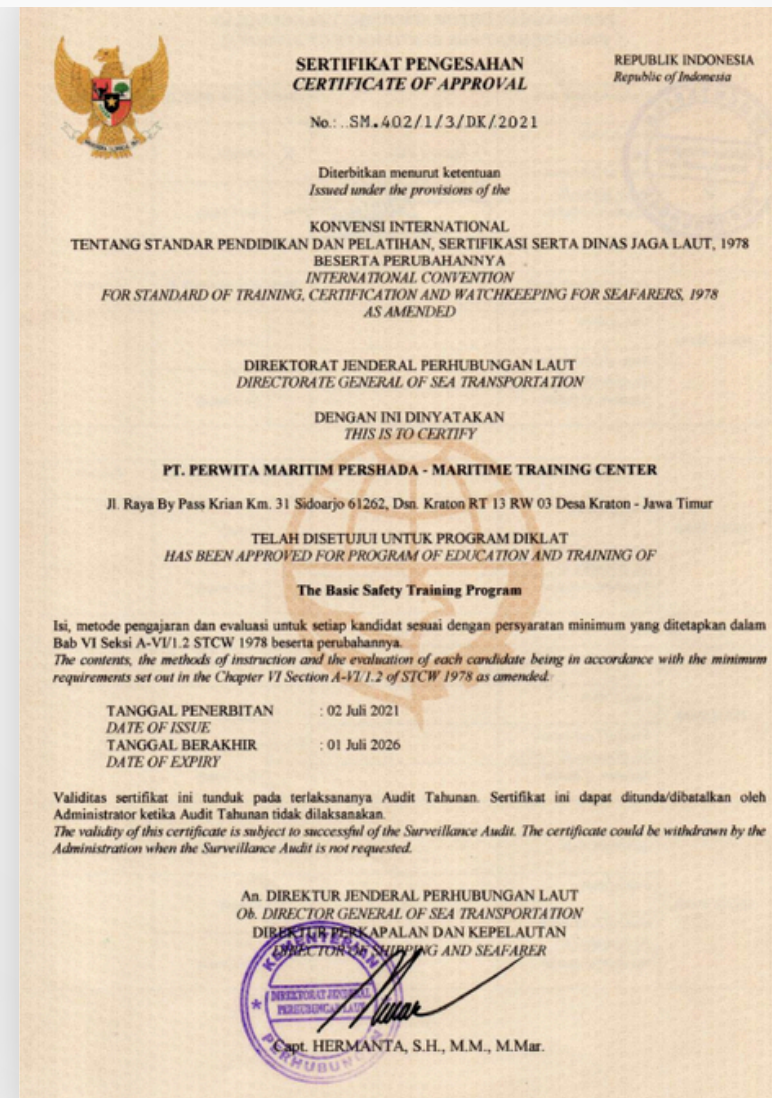
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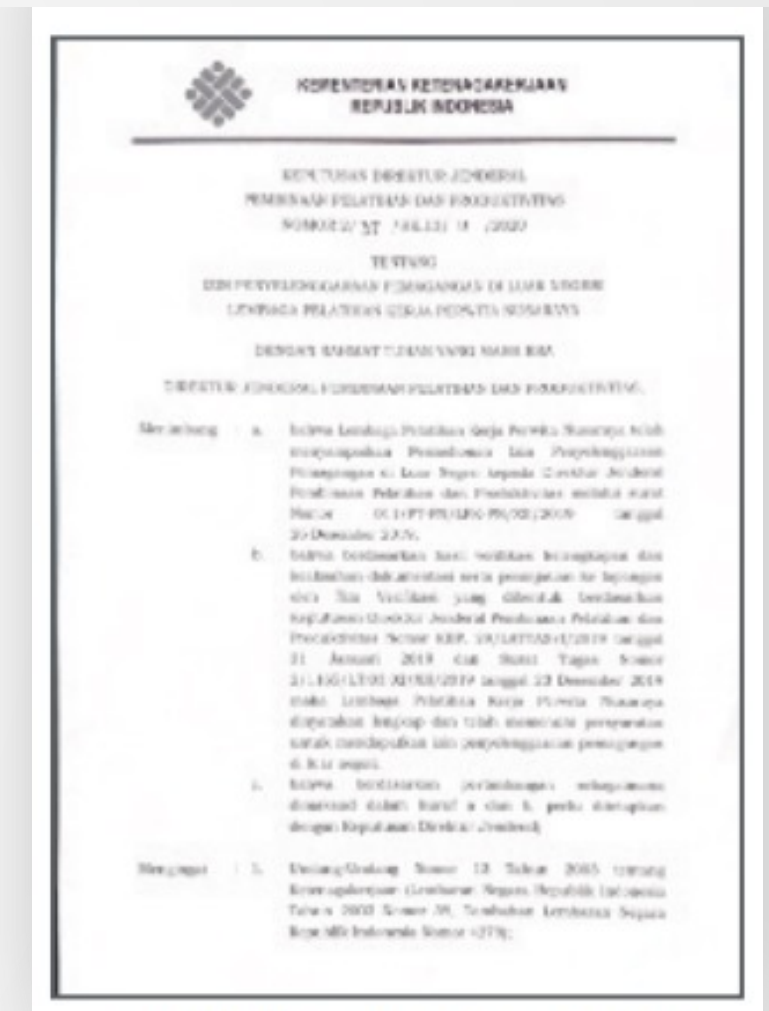
Jae Hwa Legalization Fisherman for South Korea



Maritime Training Center License



Sending organization Licence for Japan



Our Offices

are located in three main cities of Indonesia and also in Busan , South Korea .
The below points highlight their strategic advantage



Jakarta

1. Easy access to Soekarno-Hatta International Airport for domestic and international travel. Availability of top-tier medical facilities approved by clients.
2. Presence of the US Embassy for consular services and business support.
3. Convenient access to visa services for all Schengen countries, including BLS for Spain and TLS for France.
4. Centralized location for all embassies, facilitating international business and consular services.
5. Essential services for maritime professionals, Seaman Book, SID, and Sign-on Stamp
6. Strategic location in the capital city, the economic and political hub of Indonesia.

Surabaya

1. Easy access to Juanda International Airport for domestic and international travel.
2. Availability of top-tier medical facilities approved by major clients.
3. Presence of the US Embassy for consular services and business support.
4. Convenient access to visa services (VFS) for Schengen countries.
5. Essential services for maritime professionals, Seaman Book, SID, and Sign-on Stamp
6. Strategic location in Indonesia's second largest city

South Korea

Perwita Nusantara has entered the job market in Korea since 2014 by placing thousands of fishermen on near coastal fishing boats owned by Korean companies.

And in 2023, we decided to open an office in Busan, South Korea to look for collaborative opportunities to place skilled workers in several well-known companies in Korea. **We see potential opportunity to hire South Korean candidates for Cruise line**



Bali

- Easy access to International Airport for domestic and international travel.
- Availability of top-tier medical facilities approved by major clients.
- Bali is known for having the highest number of hotel employees in Indonesia.
- Essential services for maritime professionals, including Seaman Book, SID, and Sign-on Stamp.
- Essential services for maritime professionals, including Seaman Book, SID, and Sign-on Stamp.
- Bali is a central hub for Cruise and Hotel recruitment in Indonesia



OUR LEADERSHIP



Sri Murtiningsih S.Pd

Chairman & Founder of Perwita
Nusaraya Group



DwiHariyo S. Wibowo

Managing Director of
PT.Perwita Nusaraya



Hariyani S. Purwanti

Lorem, ipsum dolor.



Ir. Achmad Winarko

Managing Director PT. Perwita
Maritim Pershada, Maritime
Training Center



Dyah Indriana

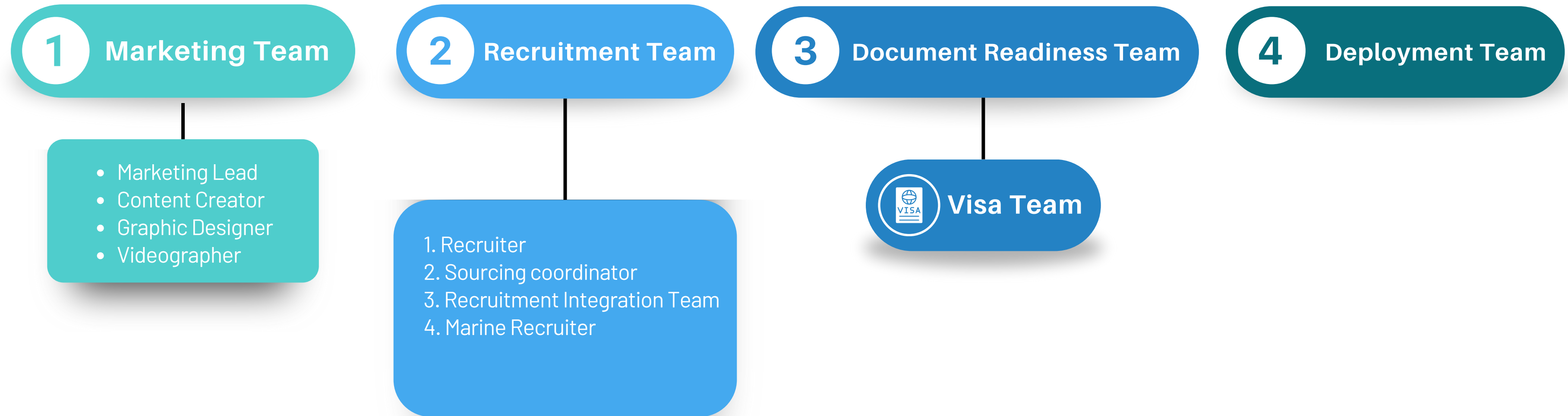
Administration Manager Land
Based



Ivan Pereira

Director of Cruise Talent
Acquisition and Business
Development

Hiring Operational Flow





MARKETING TEAM

A comprehensive marketing strategy that encompasses both **Digital** and **Non-Digital** approaches will be utilized. Online strategies will primarily involve engaging with followers and applicants on social media platforms. Offline methods will include billboards, banners, word-of-mouth marketing, etc. The strategy will focus on building brand identity, disseminating up-to-date information for candidates , and promoting available job opportunities.

- High-quality social media content will be used to attract mid to higher-level position.
- **Team:** Marketing Lead, Content creator, Graphic designer , Videographer

Marketing Strategy



No	Digital	Non Digital
1	Social Media Marketing	Networking and Events
2	Content Marketing	Public Relations
3	Email Marketing	Sponsorships and Partnerships
4	SEO and SEM	Community Engagement
5	Influencer Marketing	Out-of-Home Advertising
6	Video Marketing	
7	Online Advertising	
8	Webinars and Online Events	

Future Plan and Project



- **TRAINING CENTER:** Located in Solo (Surakarta), with a primary focus on Culinary. This could be converted into a pre-embarkation training center if necessary.
- **TRAVEL AGENCY:** To assist new hires and crew book hotel, flight, train, and bus tickets at a special discounted rate. This will benefit crew members when they need to travel to Jakarta, Surabaya, or other cities for Visa, Medical, STCW training, etc.
- **NEW OFFICE IN JOGJAKARTA:** Strategically located in the center of Jawa Island, where many potential candidates reside.
- **SATELLITE OFFICES:** Located in Sumatera, Sulawesi, and Lombok. This guarantees that Perwita Nusantara has a presence on most of the islands where our crew members and candidates come from.
- **24-HOUR CALL CENTER:** We will have a dedicated team to communicate efficiently with crew and candidates.
- **SCHOLARSHIP PROGRAM:** Every year two applicants will be sponsored by Perwita Nusantara to work onboard all expenses paid .
- **LOAN FACILITY:** Arrange a Bank loan facility for new hires, which will help them cover the pre-joining expenses.
- **OFFICES IN SOUTH KOREA, JAPAN, AND MALAYSIA:** We can Leverage our business connections to establish recruitment offices in partnership with local agencies, aiding cruise clients in expanding recruitment in Southeast Asia. Our office for deploying Fisherman is already operational in Busan, South Korea.
- **JOB FAIR AND CHEF COMPETITION:** An annual event attracting hospitality candidates nationwide, featuring high-stakes competitions for departments like Bar and Culinary to draw potential candidates.
- **VIRTUAL REALITY BOOTHS:** This will help new joiners to realistically see the insides of the ship, especially the department where they would like to apply. This could be part of the Job Fair attraction.
- **FINANCIAL GUIDANCE:** We will collaborate with financial institutes and set up a program for new hires and returning crew. This program will guide the candidates on how to manage their earnings, assisting them in investing their money .

Why Partner with us ?



- We hold all necessary licenses to ensure full compliance with industry regulations.
- Our privately owned Maritime Training Center offers specialized training.
- Strategically located offices in Indonesia (Bali, Jakarta, Surabaya) and South Korea (Busan) enhance our accessibility.
- A robust database of crew members, candidates, and applicants supports our recruitment capabilities.
- Connections with a maritime school in Surabaya enrich our talent pool.
- Business ties in Korea, Japan, and Malaysia present opportunities for recruiting candidates for the cruise industry from these regions in the future.
- Perwita Nusaraya is an established manning agency with 30 years of experience in land-based and sea-based hiring.
- Our Japanese internship program is poised to cultivate future Japanese-speaking candidates for cruise ships



PERWITA NUSARAYA GROUP



THANK YOU FOR ATTENDING

PRESENTATION 2024

