



PT CIKARANG LISTRINDO TBK

Investor Presentation – 1Q 2019



CIKARANG LISTRINDO
ENERGY

Reliable, Clean and Efficient Power

April 2019
Strictly Private & Confidential

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Agenda



1

2018 Achievements

3

2

Operational Performance

7

3

Financial Performance

9

4

New Development

12



2018 Achievements



Cikarang Listrindo's 2018 Achievements

25 years

The Company's
Commercial Operation



4.8%

Growth of Electricity
Sales to IE Customers



>5,000GWh

Total Electricity
Supplied



>2,400

Customers



1st

Full Year of
Operating a CFPP



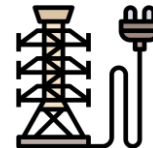
52.5kWp

Pilot Project Solar
Rooftop



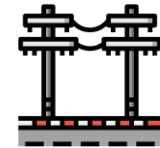
1,072MVA

Energized
Capacity



>1,700km

Distribution Line 20kV



AGMS 2018

Resolution of the AGMS

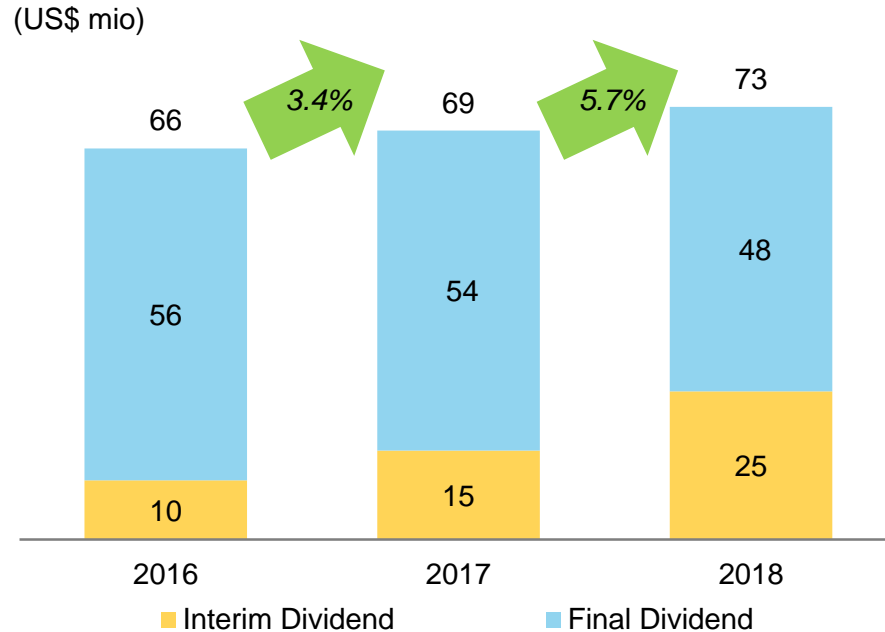
The AGMS held on April 16, 2019 agreed and approved :

- The Company's Annual Report for the year 2018 as well as provide a release and discharge of the responsibility (*acquitt et de charge*) to the Company's Board of Commissioners and Directors for the actions of management and supervision that have been implemented over the year ended December 31, 2018.
- Appropriation of the Company's net income and retained earnings for the year 2018: distribution of dividend to Shareholders amounting to 92% of the net income of US\$73 mio (including the interim dividend of US\$25 mio)
- Report on the realization of the use of proceeds of IPO for the year 2018.
- Implementation of the Share Bonus plan for employees from the Company's treasury stock.
- Appointment of the Public Accountant Firm Purwantono, Sungkoro & Surja (Member of Ernst & Young Global) as auditor for the Company's financial statements FY2019.
- Delegation of authorities to determine salaries or honorarium and allowances of the Company's Board of Commissioners and Directors



Dividend Payment

Dividend FY2018



Dividend Payout	64%	64%	92%
Total Dividend/Share¹	Rp55/share	Rp59/share	Rp65/share
Dividend Yield²	5.8%	6.2%	6.8%

Final Dividend Schedule:

Description	Date
Cum & Ex Div - Regular and Negotiation Market	Apr 26-29, 2019
Cum & Ex Div - Cash Market	Apr 30-May 2, 2019
Dividend Payment	May 22, 2019

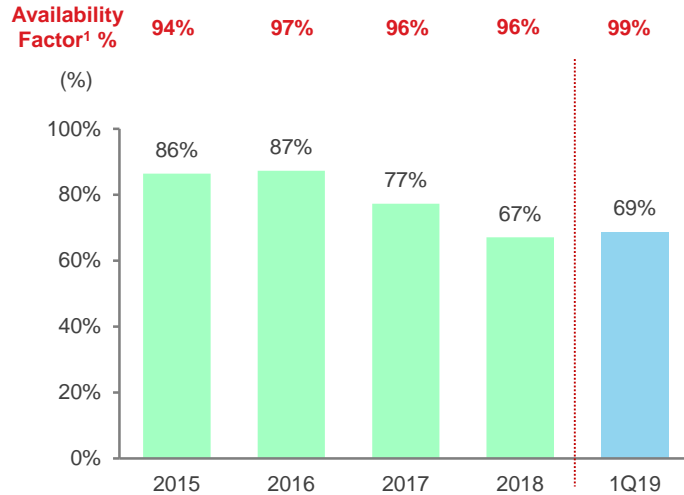
- The dividend payout is above the dividend payout communicated during IPO of 60%.
- Management is committed to distribute a regular dividend with careful consideration to the Company's cash flow.
- POWR dividend yield of 6.8% as of April 16, 2019 is higher than the MSCI Indonesia high-dividend yield of 3.03%.



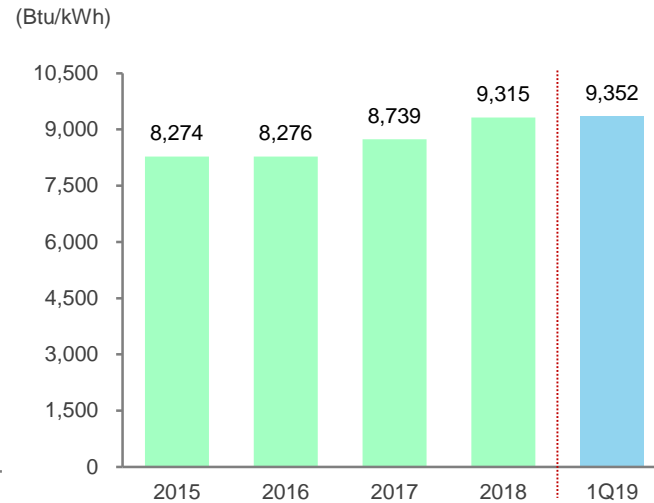
Operational Performance

Operational Performance

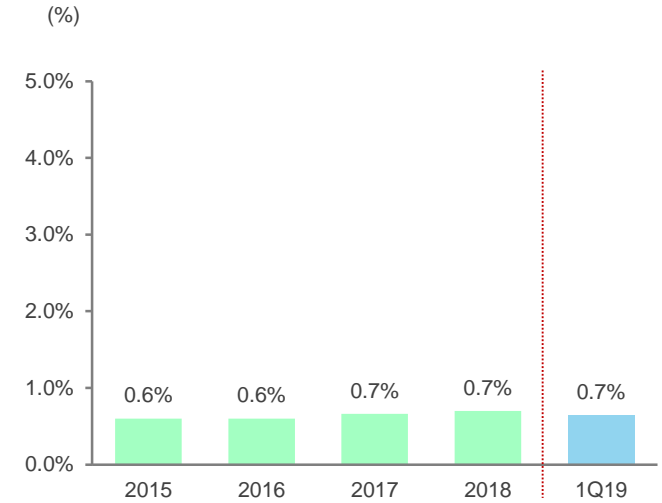
Net Capacity Factor^{1,2}



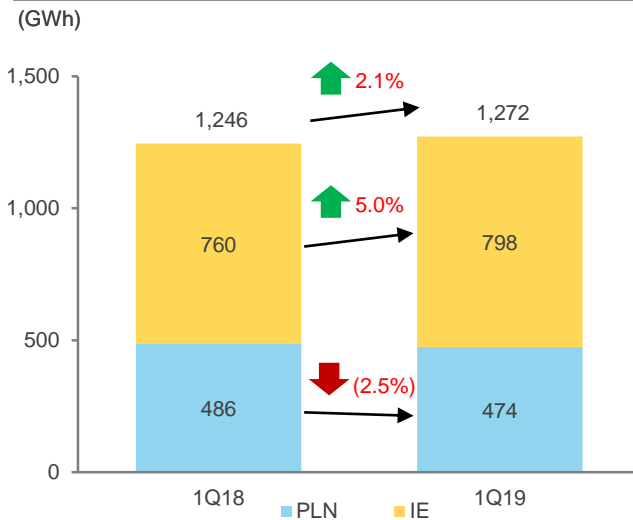
Net Plant Heat Rate¹



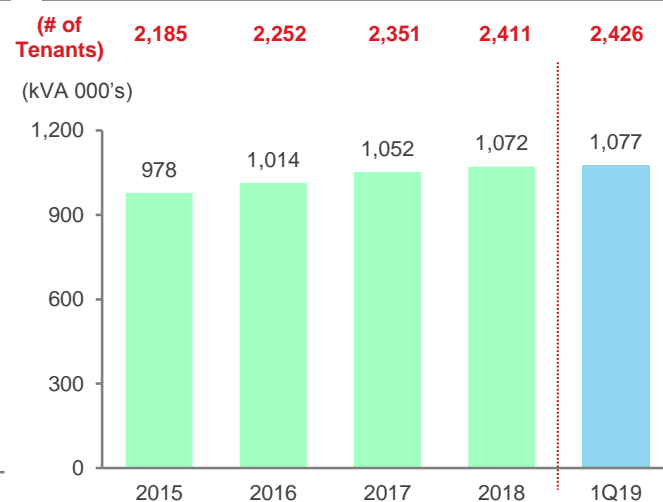
Network Distribution and Transmission Line Losses³



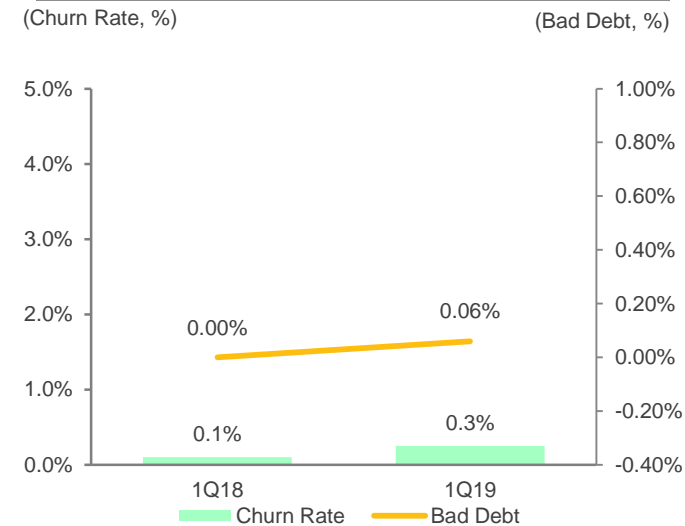
Historical Consumption Growth



IE Customer Energized⁴ Capacity



Low Customer Churn Rate⁵ and Bad Debt⁶



Source: Company data as at March 2019, unless otherwise indicated.

1. Combination of Gas-Fired Power Plant and Coal-Fired Power Plant. 2. Net capacity factor is the ratio of power plant's total kWh generation in a given period to its maximum possible kWh generation based on 646MW from Mar 2011 (109MW installed in Jun 2012 and another 109MW in August 2015 out of 864MW are considered as standby capacity); 786MW from May 2017 (140MW added in May 2017); 926MW from Sep 2017 (140MW added in Sep 2017); 3. Network distribution and transmission line losses are electricity line energy losses in the process of supplying electricity from our plant to the customers; 4. Energized kVA represents the amount of capacity each IE customer has purchased for use under the offtake agreements; 5. Churn rate defined as rate at which customers stop subscribing to Cikarang Listrindo's service; 6. Calculated by dividing impairment loss on receivables with total net sales



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Financial Performance



Financial Performance

Profit & Loss (US\$m)	1Q18	1Q19	Δ %
Revenue	141.2	145.0	2.6%
- IE	104.0	106.7	2.6%
- PLN	37.2	38.3	2.7%
Cost of Sales	(89.3)	(93.0)	4.1%
Gross Profit	51.9	52.0	0.2%
Operating Expenses	(12.8)	(14.3)	11.4%
EBITDA	53.7	56.1	4.6%
Profit Before Income Tax	30.6	32.9	7.4%
Net Income	22.9	27.5	20.1%

Profitability Ratios (%)	1Q18	1Q19	1Q19 ¹
Gross Margin	37%	36%	37%
EBITDA Margin	38%	39%	40%
Net Income Margin	16%	19%	20%

Balance Sheet (US\$m)	2018	1Q19	Δ %
Cash and cash equivalents	156.4	183.3	17.2%
Property, Plant & Equipment	901.1	887.5	(1.5%)
Total Assets	1,309.0	1,335.3	2.0%
Total Liabilities	668.5	668.9	0.1%
Equity	640.4	666.4	4.1%

Financial Ratios (x)	2018	1Q19
Current Ratio	5.5x	6.3x
FCCR ¹ > 2.5	7.7x	7.8x
Net Debt ² to EBITDA < 3.75	1.7x	1.6x



Share Buyback Program

- The General Meeting of Shareholder (GMS) approved plan for a share buyback of a maximum 321.7 mio shares or 2% of total issued and paid up capital.
- The Company believes that the exercise of Shares Buyback transaction shall not cause a material negative impact to the business considering that the Company has enough working capital and cash flows to undertake Shares Buyback along with its business activity.
- Detail of the Share Buyback Plan:

Total Shares	Maximum 321.7 mio shares or 2% of total issued & paid up capital
Allocated Fund	Maximum US\$20 mio
Source of fund	Internal Cash Flow
Buyback Period	Over 18 Months after the GMS
GMS Approval	Oct, 24 2018 (Approved)
Plan of repurchased shares	<p>The GMS on April 16, 2019, approved implementation of the share bonus plan for employees from the Company's treasury stock</p> <p>The management and implementation of share bonus from the Company's treasury shares would be handled by Board of Directors. Following are the criteria of Share Bonus Plan distribution:</p> <ol style="list-style-type: none"> 1. Share bonus is meant for every Company's employee excluding Board of Commissioners & Directors 2. Allocation of share bonus is based on annual performance assessment of each employee and to be executed once the performance assessment is completed and the employee meets the bonus payment criteria 3. Share bonus will replace a portion of annual cash bonus and the total amount received (shares + cash) will be the same if all are in cash
Share buyback as of March 31, 2019	42.7 mio shares



4

New Development

Green Energy Initiatives

We are exploring the possibility to expand into renewable energy generation.

Solar Rooftop



- ❑ We have installed solar rooftop in our office of 52.5kWp and obtained solar irradiation data throughout 12 months
- ❑ Possibility of implementing solar rooftop of 5MWp in 2019.

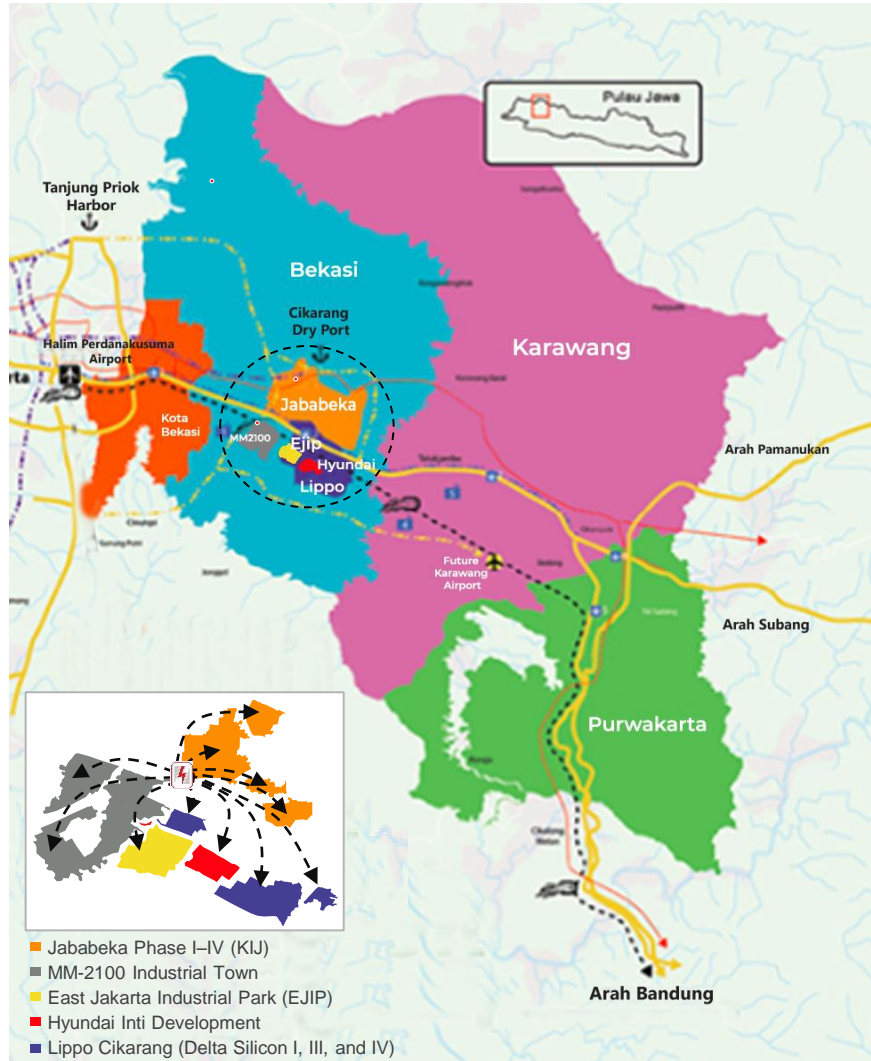
Co-firing with Biomass in CFB Boiler

- ❑ Our CFB Boiler can handle wider range of fuels from low quality to high quality fuel, including biomass.
- ❑ We are currently performing feasibility study of co-firing option with biomass i.e. woodchips, Palm Kernel Shells (PKS).
- ❑ Only minor improvement on the auxiliaries equipment needed

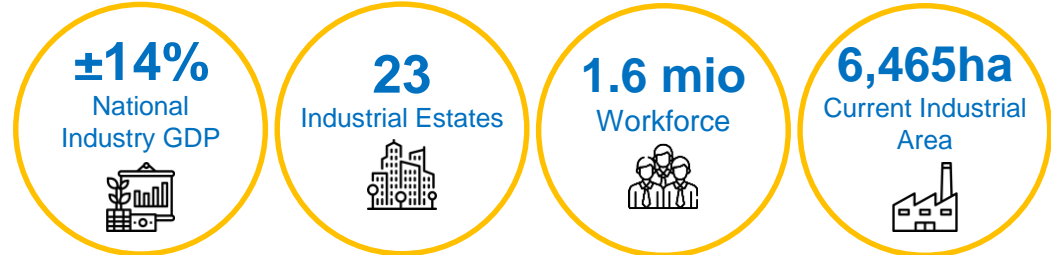


National Strategic Project: BEKAPUR Industrial Area to Accelerate Industrialization & Anticipate Industrial Revolution 4.0

BEKAPUR Map

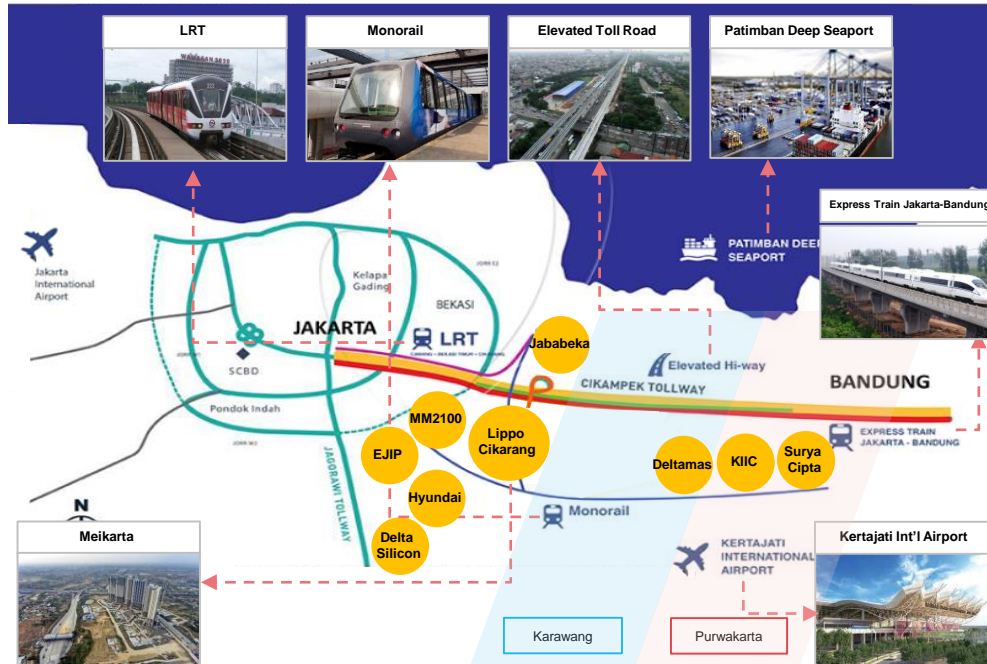


BEKAPUR's Industrial Area Contribution



- Government plans to integrate the entire industrial estates in West Java regencies, namely Bekasi, Karawang and Purwakarta (BEKAPUR) to become a National Strategic Area to enhance industrial development and productivity, which will bring multiplier effects to the national economy.
- Full utilization of entire BEKAPUR industrial area (11,636ha) could become the biggest industrial estate area in the world or bigger than Jubail Industrial Estate in Saudi Arabia of 8,000 ha. Current land utilization in this area is approximately 55% (as per December 2018).
- It is estimated that this area will eventually housed 60% of total industries in Indonesia.

Significant Infrastructure Development to Increase Connectivity in BEKAPUR area



Infrastructures	Completion Target	Capacity
Kertajati International Airport	completed	5.6 mio passenger/year & 1.5 MT/year cargo
Patimban Deep Seaport	end of 2019	3.5 mio TEU/year and 600k CBU vehicle
Elevated toll road	1H 2019	Additional 125k vehicles per day
Automated People Mover (Monorail)	2020	N/A
Light Rapid Transportation (LRT)	1H 2021	40 – 45 min for 25 – 30 km
Express Train Jakarta Bandung	2021	44 minutes & 109K passenger/day
Cikarang Bekasi Laut (CBL) canal	2021	1.5 mio TEU/year

- Government understands in order to accelerate industrialization, the key feature is to improve the connectivity surrounding the industrial estates in BEKAPUR.
- There are various significant infrastructure development ongoing to support the integrated industrial estates in West Java, especially BEKAPUR area
- Infrastructure development will provide better connectivity between the industries. Government expect this will attract massive economic activities in the BEKAPUR area due to:
 - ✓ Lower logistic costs and increase efficiency in distribution
 - ✓ Better supply chain connectivity
 - ✓ Improve economic purchasing power and ability to provide significant number of job creation