

March 2023



Reliable | Clean | Efficient Power

PT CIKARANG LISTRINDO TBK

Investor Presentation
FY 2022



CIKARANG LISTRINDO
ENERGY

30th
Anniversary



AGENDA



1. Operational Performance	2
2. Financial Performance	4
3. Future Development	10

01

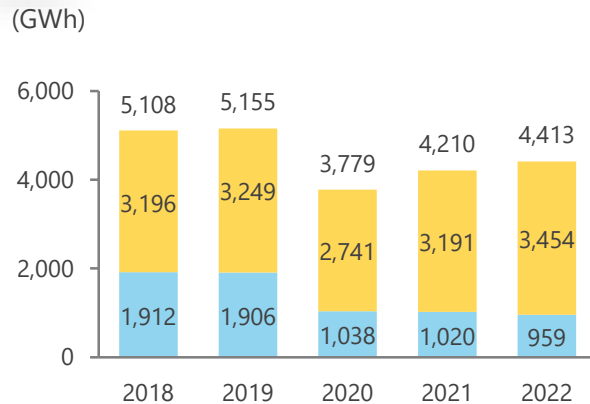


OPERATIONAL PERFORMANCE

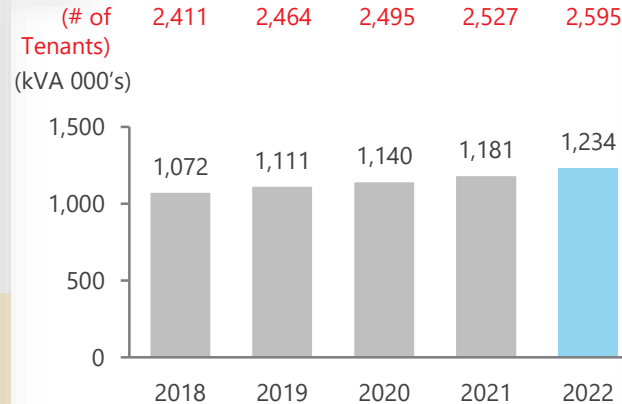
Operational Performance



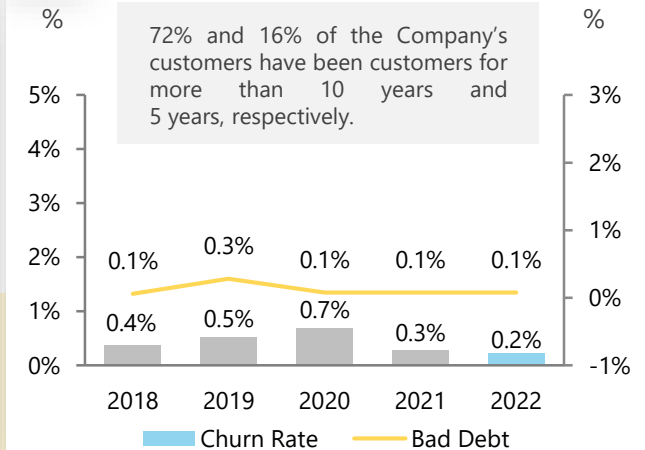
Historical Consumption Growth



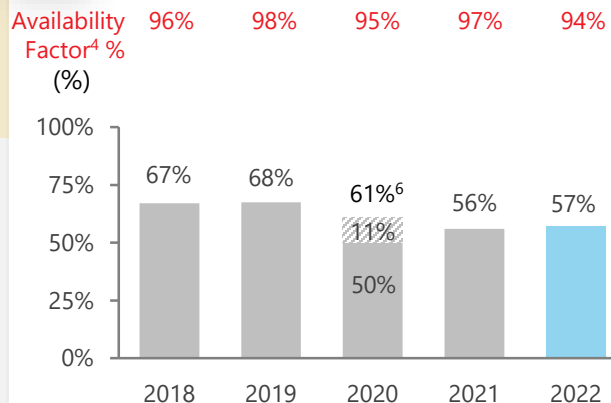
Industrial Customers' Energized¹ Capacity



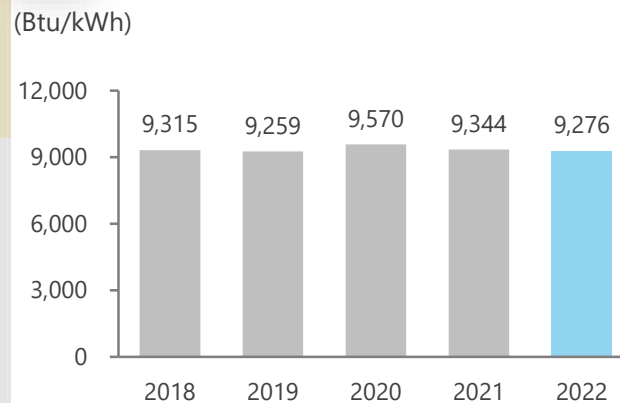
Low Customer Churn Rate² and Bad Debt³



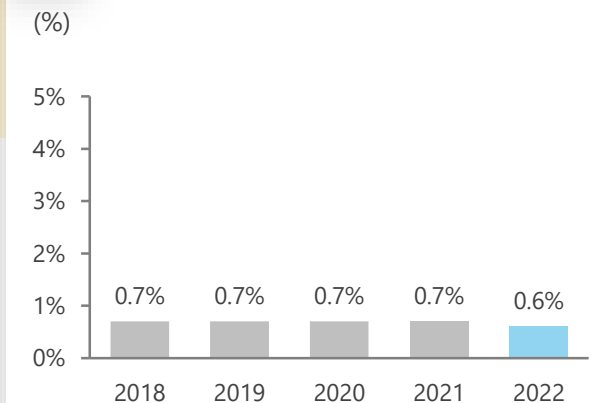
Net Capacity Factor^{4,5}



Net Plant Heat Rate⁴



Network Distribution and Transmission Line Losses⁷



02



FINANCIAL PERFORMANCE

Financial Performance (1/3)

Profit & Loss (US\$ million)	2022	2021	Δ	Δ %
Revenue	550.5	514.9	↑ 35.6	↑ 6.9%
- Industrial Customers	476.9	425.6	↑ 51.3	↑ 12.1%
- PLN	73.5	89.2	↓ 15.7	↓ 17.6%
Operating Expenses	(416.9)	(370.0)	↑ 46.9	↑ 12.7%
- Fuel Expenses	(261.5)	(229.2)	↑ 32.3	↑ 14.1%
- Depreciation Expenses	(56.5)	(55.8)	↑ 0.7	↑ 1.3%
- Employee Expenses	(50.7)	(47.4)	↑ 3.2	↑ 6.8%
- R&M ¹ Expenses	(15.6)	(15.5)	↑ 0.1	↑ 0.6%
- Other Operating Expenses	(14.9)	(16.7)	↓ 1.8	↓ 10.7%
- Other Income	1.2	1.2	↓ 0.0	↓ 1.6%
- Other Expenses	(18.9)	(6.6)	↑ 12.3	↑ 187.8%
Operating Profit	133.6	144.9	↓ 11.3	↓ 7.8%
EBITDA	209.5	208.1	↑ 1.4	↑ 0.7%
Profit Before Income Tax	111.3	120.7	↓ 9.4	↓ 7.8%
Income Tax Expense	(38.8)	(30.3)	↑ 8.5	↑ 27.9%
- Current	(18.8)	(25.4)	↓ 6.6	↓ 25.9%
- Deferred	(19.9)	(4.9)	↑ 15.0	↑ 308.6%
Net Income	72.5	90.4	↓ 17.9	↓ 19.8%

Profitability Ratios (%)

Operating Profit Margin

24.3%

2021: 28.1%



EBITDA Margin

38.1%

2021: 40.4%



Net Income Margin

13.2%

2021: 17.6%



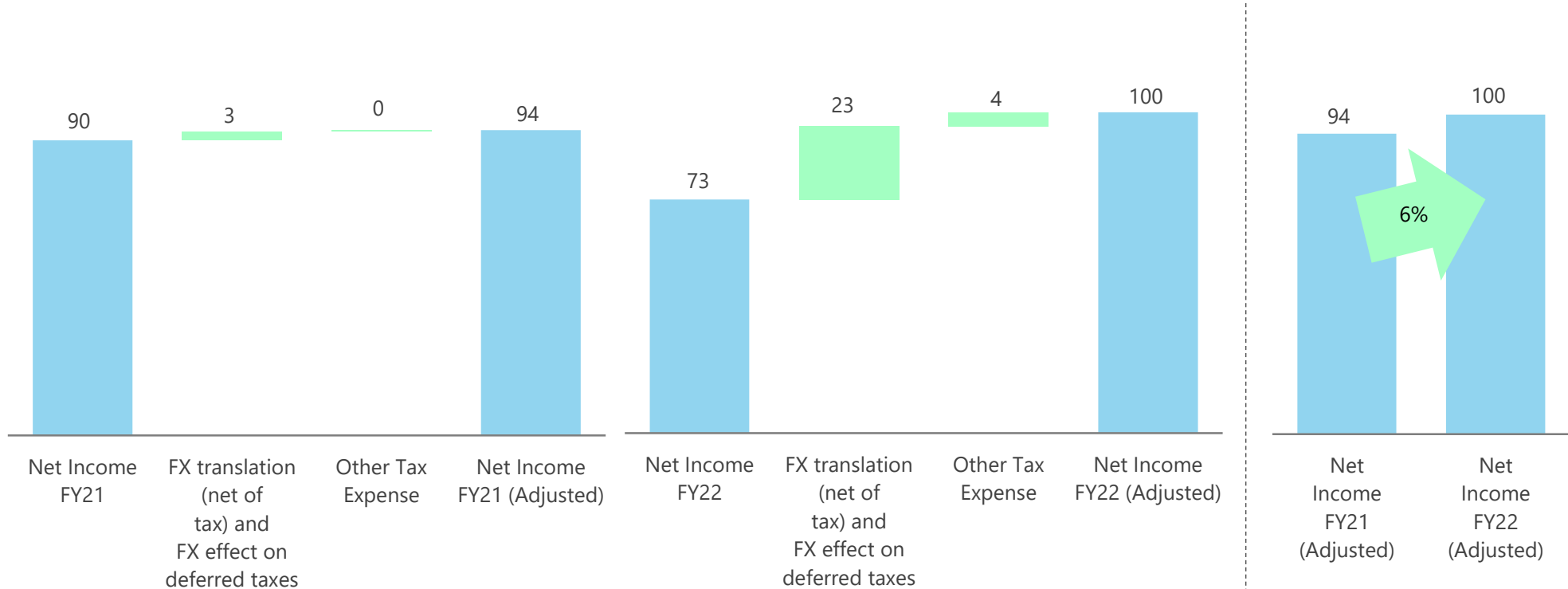
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Source: Company data.
1. Repair & Maintenance.

Financial Performance (2/3) – Net Income Gap Analysis

Non-Cash Impact of Non-Core Events

(US\$ million)



Financial Performance (3/3)

Statement of Financial Position (US\$ million)	2022	2021	Δ	Δ %
ASSETS				
CURRENT ASSETS				
Cash and cash equivalents	305.1	277.7	↑ 27.4	↑ 9.9%
Trade receivables – net	57.3	56.5	↑ 0.7	↑ 1.3%
Inventories – net	63.4	47.1	↑ 16.3	↑ 34.7%
Investments	111.1	112.3	↓ 1.2	↓ 1.0%
Other current assets	5.2	3.1	↑ 2.0	↑ 65.8%
Total Current Assets	542.1	496.7	↑ 45.3	↑ 9.1%
NON-CURRENT ASSETS				
Property, plant and equipment – net	775.3	786.7	↓ 11.4	↓ 1.5%
Claims for tax refund	25.4	40.3	↓ 14.9	↓ 37.0%
Net deferred tax assets	0.0	13.2	↓ 13.2	↓ 100.0%
Other non-current assets	18.9	22.0	↓ 3.1	↓ 14.1%
Total Non-Current Assets	819.6	862.2	↓ 42.7	↓ 4.9%
Total Assets	1,361.6	1,358.9	↑ 2.7	↑ 0.2%

Statement of Financial Position (US\$ million)	2022	2021	Δ	Δ %
LIABILITIES				
CURRENT LIABILITIES				
Trade payables	33.5	30.2	↑ 3.3	↑ 11.0%
Other current liabilities	21.3	23.3	↓ 2.1	↓ 8.8%
Total Current Liabilities	54.8	53.5	↑ 1.2	↑ 2.3%
NON-CURRENT LIABILITIES				
Notes payable	544.0	542.6	↑ 1.4	↑ 0.3%
Other non-current liabilities	63.1	64.3	↓ 1.3	↓ 2.0%
Total Non-Current Liabilities	607.1	607.0	↑ 0.2	↑ 0.0%
Total Liabilities	661.9	660.5	↑ 1.4	↑ 0.2%
Equity				
Share capital	282.0	282.0	0.0	0.0%
Treasury shares	(18.8)	(19.7)	↓ 0.9	↓ 4.5%
Additional paid-in capital	147.6	147.8	↓ 0.2	↓ 0.1%
Retained earnings	293.3	288.3	↑ 5.0	↑ 1.7%
Other equity	(4.4)	0.0	↓ 4.4	↓ 100.0%
Total Equity	699.8	698.5	↑ 1.3	↑ 0.2%
Total Liabilities and Equity	1,361.6	1,358.9	↑ 2.7	↑ 0.2%

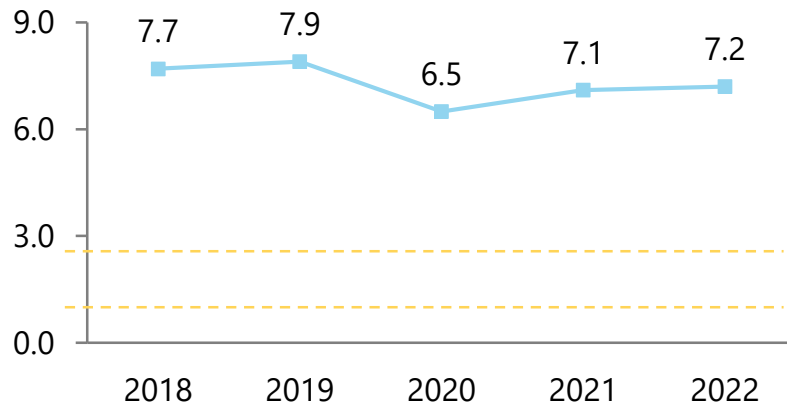


Key Financial Ratios



FCCR

- Ratio of the aggregate amount of Consolidated EBITDA divided by Fixed Charges for the last four quarters
- The Company for the past 5 years has consistently met the FCCR bond covenant (should not be less than 1 - 2.5x)

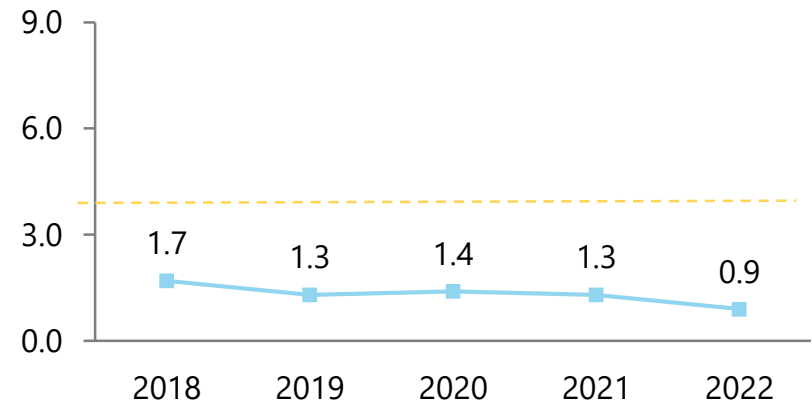


FCCR is greater than 1 - 2.5x



Leverage Ratio

- Ratio of Net Debt¹ to Consolidated EBITDA for the last four quarters
- The Company for the past 5 years has consistently met the leverage ratio bond covenant (should not be greater than 3.75x)



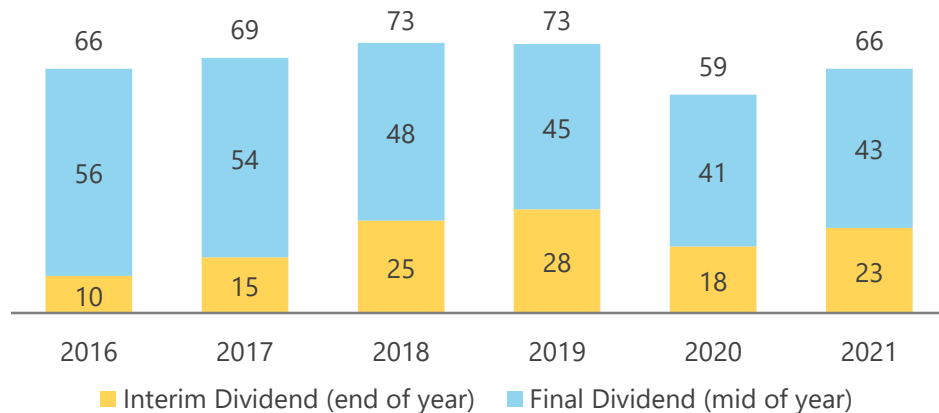
Leverage Ratio is less than 3.75x



Dividend Payment

Historical Dividend since IPO

(US\$ million)



	2016	2017	2018	2019	2020	2021
Dividend Payout	64%	64%	92%	64%	79%	73%
Total Dividend/Share ¹	Rp56	Rp60	Rp67	Rp67	Rp53	Rp61
Dividend Yield ²	8.5%	9.0%	10.1%	10.1%	8.1%	9.2%



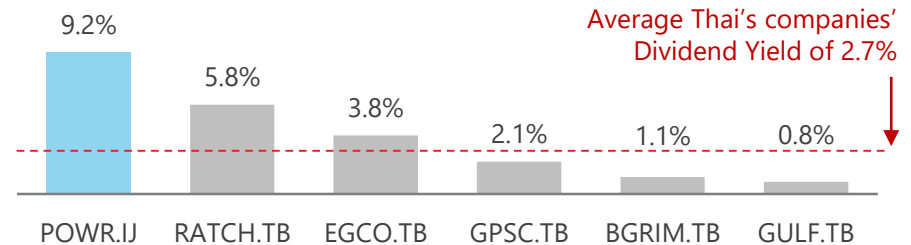
Indicators indicate significant under value of POWR stocks:

(1) High Dividend Yield; (2) Lower Enterprise Value of US\$0.97 billion compared to Implied Asset's Replacement Value of US\$1.4 billion, accepted by our insurer through PT Marsh Indonesia

- > The historical dividend payout is **above the dividend payout communicated during IPO of 60%**
- > Management is **committed to distribute a regular dividend** (interim and final dividend) with careful consideration to the Company's cash flow
- > In December 2022, the Company distributed **an interim dividend for FY2022 of US\$24.8 million**
- > Final dividend will be declared in the **General Meeting of Shareholders, planned to be held in May 2023**
- > **POWR dividend yield average of 9.2% (2016-2021) is amongst the top 20 highest dividend yield on the IDX⁵**
- > That dividend yield is also **greater than average Thai's power companies' dividend yield³ of 2.7%, MSCI World Utilities⁴ of 3.6% and MSCI Emerging Market⁴ of 3.4%**
- > POWR is **included in the PEFINDO Stock Index⁶** for the period of November 2021 – July 2023



Dividend Yield³



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Source: Company data. 1. Excluding treasury shares as of December 31, 2022 (303.0 million shares); 2. Share price as of December 31, 2022 (Rp660/share); 3. Data dividend period 2021 and share price as per December 31, 2022; 4. MSCI World Utilities Index (USD) and MSCI Emerging Market Index (USD) as per December 31, 2022; 5. Data compiled from tradingview accessed on January 31, 2023; 6. PEFINDO Stock Index is an index that measures the stock price performance of 25 stocks of small and medium enterprises (SME) that have relatively good growth potential selected by PEFINDO based on financial performance and stock trading liquidity. PEFINDO25 is a jointly developed index with PT Pemeringkat Efek Indonesia (PEFINDO), an Indonesia credit rating agency; 7. EV as per December 31, 2022 using share price as of December 31, 2022 (Rp660/share).

03



FUTURE DEVELOPMENT

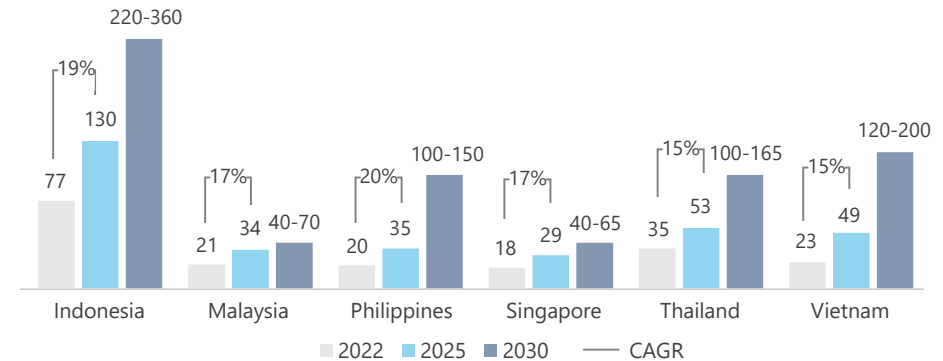
Potential Capacity Growth from Data Center Market

Indonesia Data Center Market

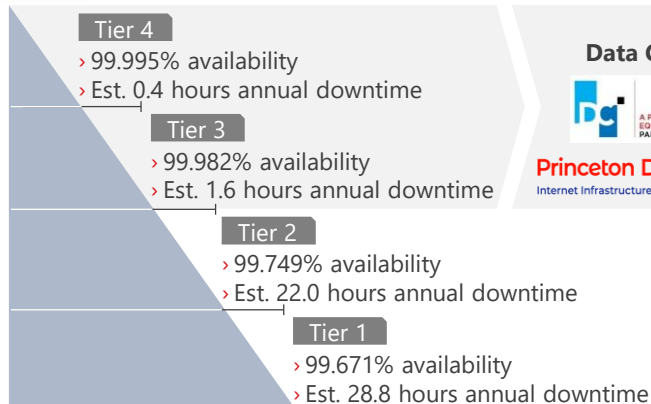
- Indonesian data center market was worth US\$1.7 billion in 2022, and it is predicted to reach US\$3.4 billion by 2027, with a CAGR of 13.2% from 2022 to 2027. Meanwhile expected growth rate of colocation data centers reached 23% per annum¹
- Indonesia's digital economy is the largest and fastest-growing in Southeast Asia with around 275 million people, and expected to reach GMV² around US\$130 billion by 2025 and US\$220-US\$360 billion by 2030
- Driven by high undersea cable connectivity, a central geographic location in Southeast Asia, coupled with growing digital transformation and rapid growth of start-up companies, Indonesia has been transitioning itself to a global data center market. Major cloud services providers have also increasingly made its way to the market
- Favorable Government regulations support the development data center infrastructure, among others: Regulation No. 71/2019 for Public Domain, OJK Regulation No. 38/2019 for Bank, and No. 69/2016 for Insurance



SEA Internet Economy (GMV², US\$B)



Data Center Tiers



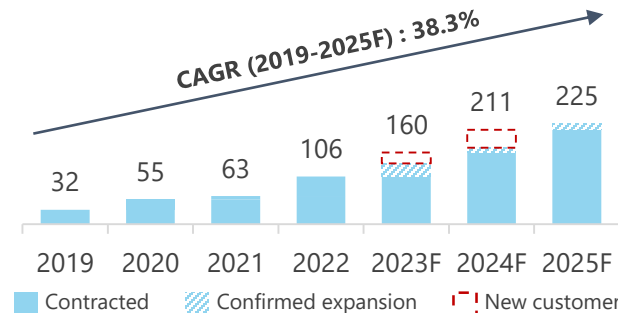
POWR's Key Data Center Customers³



Projected Energized Capacity from Data Center

('000 kVA)

Data Center currently contributed to 5% of IE's consumption



As of December 2022, data center industry contracted capacity reached 106 MVA

Based on the latest confirmation from the data center customers, 30 MVA will be added in 2023

We are still expecting 1 new data center customer who already purchased land in the area we served



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Source: Frost & Sullivan, 2019; Jakarta DCI Report 2022: Data Center Colocation, Hyperscale Cloud & Interconnection by Structure Research; e-Economy SEA 2022 Report by Google, Temasek & Bain & Company; The Future of Data Centers in the Face of Climate Change by Digital Realty and Eco Business; Indonesia Data Center Market by Mordor Intelligence; Data Vantage: SEA Welcomes Five New Unicorns in 2021 + Other SEA Deal Updates by Dealstreet Asia; News titled What is Indonesia's Population in 2022? 1. CAGR between 2022 – 2027F; 2. Gross Merchandise Value; 3. Princeton Digital Group, previously XL Axiata.

Sustainable Business



Since its establishment, the Company is committed towards **building a sustainable business and commits to supporting communities**



The Company spirit in strengthening its sustainability commitment by carrying out the SDGs goals, is embedded in the Company's STAR¹ values. Currently, the Company **contributes to 14 of 17 SDGs**



In addition to OJK Regulation and GRI Standards, the Company also adopted **Task Force on Climate-Related Financial Disclosure** in 2021 Sustainability Report. The Company planned to publish 2022 Annual Report and Sustainability Report in **March 2023**



The Company's managed to **improved its ESG Risk Rating from 40.1 to 30.8, assessed by Sustainalytics**. The Company also **assessed by MSCI, improved from B rating to BB rating, and assessed by S&P Global, improved from 21 to 43**

The Company is **committed to continuously improving** the quality of our ESG initiatives as well as our transparency and disclosure

The Company's clear priorities for sustainable and long-term value creation



The Company has started its renewable energy commitment through the **installation of rooftop solar power and co-firing with biomass in CFB boiler**. In 2021, we have successfully commissioned biomass handling system



The Company has **started a pilot project of EV charging station (SPKLU)** at our operational area and industrial area we served



The Company has **secured the Assurance Statement conforming all Company's work area' GHG emission in accordance with ISO 14064-1:2018** by Transpacific Certifications Limited (TCL)



The Company managed to **achieve a green-rating PROPER² status for GSPP Jababeka** and maintain a blue-rating PROPER² status for CFPP Babelan.



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Source: Company data.

1. Service, Trustworthiness, Accountability and Reliability
2. Environmental rating from the Ministry.

POWR's Climate Goals

The Company strengthening its commitment to sustainability by setting a climate goal for its operations, inline with Indonesia's Enhanced Nationally Determined Contribution¹



Indonesia



The Company

2030 GHG Emissions Reduction Targets (Energy Sector)²

21% Unconditional Reductions



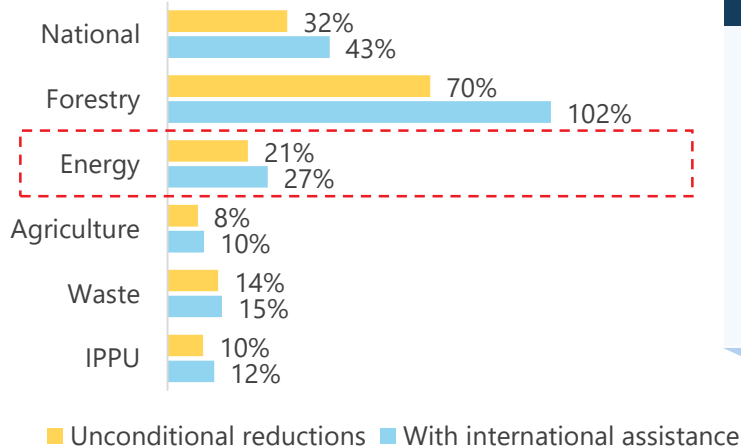
2030 GHG Emissions Reduction Targets³

10% Reductions by 2025

20% Reductions by 2030



National & 5 Key Sectors Categories²



Main Actions

Actions to reduce emissions, includes:

- › Increase Solar PV generation by 10 MWp p.a.
- › Increase use of biomass to replace coal. By 2025, we plan to replace up to 20% of boiler capacity, with biofuels
- › Continuously searching technical possibilities to improve the efficiency of our units but also optimize the operation of the power generation fleet



In 2022, the Company's managed to reduce its emission intensity by 5.9% from 0.68 GHGe/MWh in 2021 to 0.64 GHGe/MWh in 2022



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Source: Company data, Enhanced Nationally Determined Contribution Republic of Indonesia 2022 dated September 21, 2022.

1. Indonesia's Nationally Determined Contribution (NDC) outlines the country's transition to a low carbon and climate resilience future.

2. Against Business As Usual (BAU) scenario by 2030, with 2010 as baseline

3. Against Business As Usual (BAU) scenario by 2025 and 2030, with 2019 as baseline

Rooftop Solar Power



Indonesia's Rooftop Solar Power Potential

- Indonesia's rooftop solar power expansion is expected to gain momentum with supportive regulations introduced by the Government
- Huge solar energy potential combined with strong commitment to accelerate renewables energy in Indonesia. Based on target set by the MEMR, rooftop solar power capacity in Indonesia is expected to expand at 178.5% (CAGR 2020-2025) and reach 3.6 GWp by 2025
- This also provides opportunities for rooftop solar power demand growth from the industrial estates
- Customers will be more interested with our rooftop solar power approach as it provides integrated generating system with our power plants to cover solar power intermittency

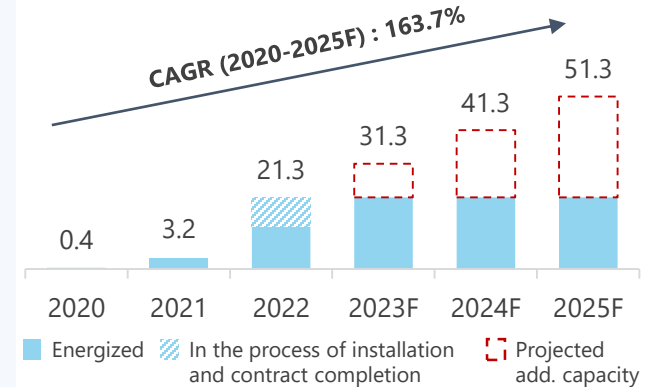


Company's Rooftop Solar Power Initiatives

- After successfully installing 52.5 kWp rooftop solar power at the Company's operational office in Jababeka, in 2019 we began to commercialize the option for rooftop solar power as renewable energy sources to customers



Projected Energized Capacity from Rooftop Solar Power



As of December 2022, rooftop solar power installed capacity reached 12.5 MWp. There is a total of 8.8 MWp is in the process of installation and contract completion. This brings the total capacity to 21.3 MWp



Developing EV Ecosystem in Industrial Area We Served



Indonesia's Electric Vehicle Potential

- Indonesia has the potential to become a major player in the Electric Vehicles (EV) industry – supported by the world's largest nickel reserves and a strong nickel industry, as well as government support through incentives, programs and involvement throughout the upstream to downstream supply chain
- Production of electric four-wheelers is forecast to grow at a robust rate of 94% (CAGR 2022-2030) in Indonesia
- Government gives full support to accelerate EV adoption in Indonesia by introducing several incentives for EV users e.g. 0% sales luxury tax, exemption from odd-even traffic restriction, lower tax, 0% down payment, EV purchase subsidy
- Based on Government's target, EV production in Indonesia will reach 0.4 million units of car and 1.75 million motorcycles, or equivalent to 20% of the total national automotive production in 2025

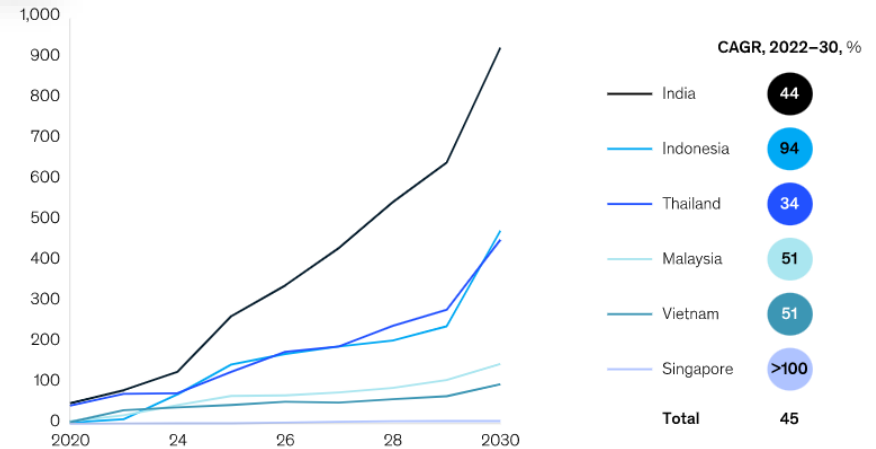


Company's Electric Vehicle Initiatives

- In welcoming the EV ecosystem era, the Company closely monitors the development of EV
- Apart from the direct business development potential through the provision of public EV charging stations, we believe it will also give indirect positive impact to our industrial customers
- The Company has completed EV charging station pilot project in the Company's operation area in 2021
- In 2022, the Company started construction of a public EV charging station in EJIP industrial estate and will be expanded to other industrial areas that we serve



Electric four-wheelers production in selected countries ('000)



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Source: McKinsey & Company, 2022, Capturing Growth in Asia's Emerging EV Ecosystem. <https://bisnis.tempo.co/read/1654946/2025-kemenperin-targetkan-produksi-400-ribu-mobil-listrik-unit-dan-175-juta-sepeda-motor>