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CIKARANG LISTRINDO ENERGY Reliable, Clean and Efficient Power

# PT CIKARANG LISTRINDO TBK

**Investor Presentation** 1Q 2024

April 2024

#LightThatBringsGoodness

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# Agenda

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183 kWp, Rooftop Solar Power in Company's Jababeka Office

### #LightThatBringsGoodness



COMPANY OVERVIEW

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52.5 kWp, Rooftop Solar Power in Company's Jababeka Office

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## **Company Overview**

#### Overview

- > Longest operating private power producer in Indonesia since 1993
- > Serves Industrial Customers in 5 Industrial Estates (IE) which is one of the largest, most developed, and integrated IE area in Indonesia
- > IUPTLU<sup>1</sup> license provides exclusivity to supply power to Industrial Customers within its designated area
- > 1,144 MW
  - > 864 MW Gas-Fired Power Plant
- > 23.2 MWp Rooftop Solar Power
  - > 23.2 MWp (installed)
- Plant
   > 280 MW Steam Power Plant, of which 28 MW of biomass
   > 15.5 MWp (installation and contract finalization process)
- > First PPU<sup>3</sup> listed in IDX [POWR:IJ]

co-firing capacity<sup>2</sup>

- Since its IPO, the Company has consistently delivered a robust average dividend yield<sup>4</sup> of 8.9% (2016-2022) and strong average ROE of 14.0% (2016-2022)
- > The dividend payout ratio of the Company ranks within the Top 35 on the  $\mathsf{IDX}^{\mathsf{5}}$
- Repeat debt issuer in international debt market listed on Singapore Stock Exchange (SGX) (2010, 2012, and 2016)
- > Coupon : 4.95% p.a.
- > Tenor : 10 years (until 2026)
- > S&P / Moody's credit rating of BB+ / Ba1. Both rating is one notch below Investment Grade

Cikarang Listrindo's debt rating ranks in the top 10 of Indonesia's private non-bank companies covered by S&P and Moody's



 Customers largely in diversified businesses namely automotive, electronics, plastics, food, chemicals, consumer goods, textile, heavy industries, data centers, etc

#### PLN

15%

- Relationship with PT Perusahaan Listrik Negara ("PLN") since 1996
- Credit rated BBB / Baa2 / BBB by S&P / Moody's / Fitch
- Power Purchase Agreements ("PPA") on take-or-pay basis for 150 MW until June 2031





#### Source: Company data.

CIKARANG LISTRINDO ENERGY
1. Business Permit to Supply Electricity to the Public (Izin Usaha Penyediaan Tenaga Listrik untuk Kepentingan Umum or "IUPTLU"); 2. The Company's CFB Boiler technology utilized in Steam Power Plant (PLTU) Babelan is capable to burn biomass; 3. Private Power Utility (PPU) is a holder of business area other than PT PLN (Persero); 4. Dividend for the financial year 2016-2022 and share price as of March 31, 2024 (Rp685/share); 5. Data collected using tradingview accessed on April 21, 2024

## Sole PPU<sup>1</sup> to 5 Industrial Estates in the Cikarang Area

#### Company serves five largest Industrial Estates in BEKAPUR<sup>2</sup>



Serves over 96% of IE tenants and well-positioned to continue serving them as they further expand

ned nd Power plants are classified as Vital National Object ("VNO"), receiving protection from the Indonesian police and armed forces

(4<sup>°</sup>)

Well-positioned to capitalize on strong growth in electricity demand from fast-developing IEs. From total area of 5,542 ha (2,610 ha in 2008); over  $40\%^3$  has not been electrified



Source: Company data as of March 2024. <u>CIKARANG LISTRINDO</u> 1. Private Power Utility (PPU) is a holder of business area other than PT PLN (Persero)

ENERGY 2. Bekasi, Karawang and Purwakarta regencies

3. Total area includes 30% of public spaces. We excludes public space area in the calculation of electrified area percentage 4. The Company's CFB Boiler technology utilized in Steam Power Plant (PLTU) Babelan is capable to burn biomass

## **Renewables Initiatives**

The Company is proactively embracing renewable energy and reducing carbon emissions, among others, by annually increasing solar PV generation by 10 MWp and increasing the use of biomass to replace coal

- As of March 2024, rooftop solar power installed capacity reached 23.2 MWp
- There is a total of 15.5 MWp in the process of installation and contract completion, meeting the Company's target of adding 10 MWp per year







**Projected Energized Capacity from Rooftop Solar Power** 

- As of March 31, 2024, the Company managed to supplement coal fuel with biomass, with a total of 13 kTon or equal to 19 GWh of electric power (1Q23: 10 kTon ≈ 13 GWh)
- Continuing the Company's initiative for greener energy production and environmentally friendlier operation, the Company has appointed Valmet to install another biomass handling system for CFB boiler unit 2 in PLTU Babelan

Scheduled to be completed in 2025F, this new step will allow a substitution of up to 25% of the Company's total coal consumption with biomass and is in line with the Company's commitment to reduce greenhouse gas emissions by 20% by 2030, supporting the Indonesia's Government's commitment to the energy sector



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Rooftop Solar Power

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Biomass

Source: Company data. CIKARANG LISTRINDO ENERGY

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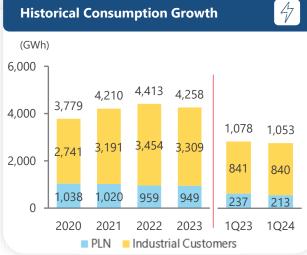


## **OPERATIONAL PERFORMANCE**

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2114 kWp at NSK Bearing, MM2100 Industrial Estate

## **Operational Performance**



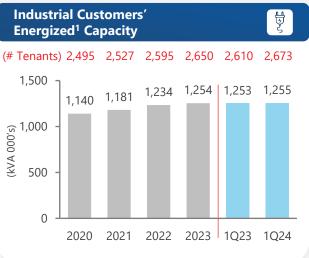
2020

2021

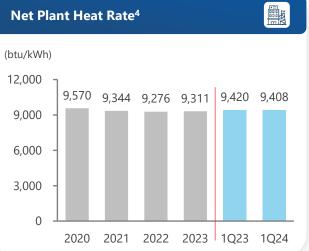
2022

2023

1Q23



#### 寮 Net Capacity Factor<sup>4,5</sup> Availability 95% 97% 94% 93% 97% 95% (btu/kWh) Factor<sup>4</sup> % 12,000 100% 9,000 75% 61%6 58% 56% 57% 56% 55% 11% € 50% 6,000 3,000 25% 0%

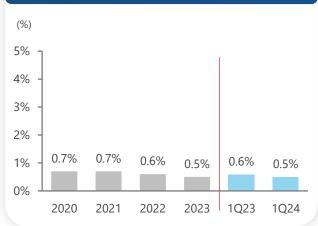


#### Low Customer Churn Rate<sup>2</sup> and Bad Debt<sup>3</sup> (%) (%) 76% and 12% of the Company's customers have been customers for more 5% 3% than 10 years and 5 years, respectively. 4% 2% 3% 1% 2% 0.1% 0.1% 0.1% 0.1% 0.1% 0.0% 0% 1% 0.7% 0.3% 0.3% 0.2% 0.0% 0.1% 0% -1% 2022 2023 1Q23 1Q24 2020 2021

Bad Debt

## Network Distribution and Transmission Line Losses<sup>7</sup>

Churn Rate



#### Source: Company data as of March 2024, unless otherwise indicated.

1Q24

CIKARANG LISTRINDO ENERGY 1. Energized kVÅ represents the amount of capacity each IE customer has purchased for use under the offtake agreements; 2. Churn rate defined as rate at which customers stop subscribing to Cikarang Listrindo's service; 3. Calculated by dividing impairment loss on receivables with total net sales; 4. Combination of Gas-Fired Power Plant and Steam Power Plant; 5. 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 926 MW; 6. Adjusted with the effect of discontinued PLN-1; 7. Network distribution and transmission line losses are electricity line energy losses in the process of supplying electricity from our plant to the customers.



## FINANCIAL PERFORMANCE

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1000 kWp at Denso Manufacturing, MM2100 Industrial Estate

# **Financial Performance (1/2)**

Profit & Loss (US\$ million)	1Q24	1Q23	Δ	Δ%
Revenue	137.6	137.4	↑ 0.2	↑ 0.1%
- Industrial Customers	116.5	119.2	↓ 2.8	↓ 2.3%
- PLN	21.1	18.2	↑ 2.9	↑ 16.1%
Operating Expenses	(108.9)	(98.7)	↑ 10.2	↑ 10.4%
- Fuel Expenses	(69.2)	(64.9)	↑ 4.3	↑ 6.6%
- Depreciation Expenses	(14.9)	(14.3)	↑ 0.5	↑ 3.6%
- Employee Expenses	(12.5)	(13.9)	↓ 1.3	↓ 9.7%
- Repair & Maintenance Expenses	(3.9)	(3.9)	↓ 0.0	↑ 0.5%
- Other Operating Expenses	(3.7)	(4.2)	↓ 0.5	↓ 11.1%
- Other Income	0.2	2.5	↓ 2.2	↓ 90.6%
- Other Expenses	(5.0)	(0.0)	↑ 5.0	↑ 100.0%
Operating Profit	28.7	38.7	↓ 10.1	↓ 26.0%
EBITDA	53.1	54.8	↓ 1.7	↓ 3.1%
Profit Before Income Tax	26.6	35.0	↓ 8.5	↓ 24.2%
Income Tax Expense	(8.5)	(1.3)	↑ 7.2	↑ 550.0%
- Current	(4.2)	(8.2)	↓ 4.0	↓ 49.0%
- Deferred	(4.3)	6.9	↑ 11.2	↑ 162.3%
Net Income	18.1	33.7	↓ 15.6	↓ <b>46.4%</b>

#### **Profitability Ratios (%)**

Operating Profit Margin **20.8%** 1Q23: 28.2%

EBITDA Margin **38.6%** 1Q23: 39.8%



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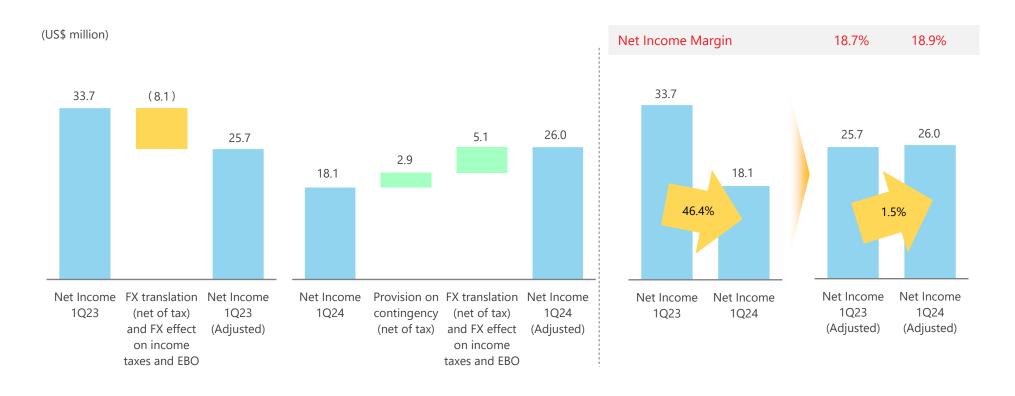
Net Income Margin **13.2%** 1Q23: 24.5%



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## **Financial Performance (2/2)**

Net Income Gap Analysis – Non Recurring Events





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## **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)

#### Leverage Ratio

- Ratio of Net Debt<sup>1</sup> 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)





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## **Dividend Payment**

#### **Historical Dividend since IPO**

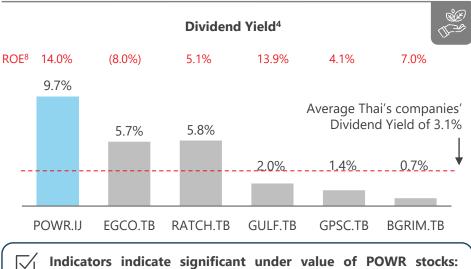


	2016	2017	2018	2019	2020	2021	2022
Dividend Payout	64%	64%	92%	64%	79%	73%	96%
Total Dividend/Share <sup>1</sup>	Rp55	Rp59	Rp65	Rp67	Rp53	Rp61	Rp66
Dividend Yield <sup>2</sup>	8.1%	8.6%	9.5%	9.8%	7.8%	8.9%	9.7%

- > 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 commemorating Company's 30<sup>th</sup> anniversary, the Company distributed an interim dividend of US\$30 million in December 2023
- > Throughout the years 2016 to 2022, **POWR has consistently delivered a robust average dividend yield of 8.9%**



- > POWR's dividend yield is also greater than average Thai's power companies' dividend yield<sup>4</sup> of 3.1%, MSCI World Utilities<sup>5</sup> of 4.0%, and MSCI Emerging Market<sup>5</sup> of 2.8%
- > The Company's average ROE for 2016-2022 of 14.0% is **higher compared** to average Thai's power companies of 4.4%<sup>2</sup>
- POWR is included in the ESG Quality 45 IDX KEHATI<sup>6</sup>, ESG Stock Leaders IDX KEHATI Index<sup>6</sup>, and Indonesia Sharia Stock Index<sup>7</sup>



Indicators indicate significant under value of POWR stocks: (1) High Dividend Yield; (2) Lower Enterprise Value of US\$0.9<sup>9</sup> billion compared to Implied Asset's Replacement Value of US\$1.4 billion, accepted by our insurer through PT Marsh Indonesia



CIKARANG LISTRINDO ENERGY Source: Company data. 1. Total dividend paid per share; 2. Share price as of March 31, 2024 (Rp685/share); 3. Data collected using tradingview accessed on April 21, 2024; 4. Data dividend Trailing 12-Months (TTM), except POWR 2016-2022/2023 and share price as per March 31, 2024; 5. MSCI World Utilities Index (USD) and MSCI Emerging Market Index (USD) as per March 31, 2024; 6. ESG Quality 45 IDX KEHATI Index is an index that measures the stock price performance of 45 stocks that consider the quality of financial and ESG aspects with above average ESG score are selected to represent the industry and grouped by IDX Industry Classification; 7. Indonesia Sharia Stock Index is an index that measures the stock price performance of all listed stocks in Main Board and Development Board of the IDX that included on Sharia Securities List issued by the Financial Services Authority; 8. Company's data over the period of 2016-2022 (average). Thai companies' data period 2023; 9. EV as per March 31, 2024 (Rp685/share): 惫





## **FUTURE DEVELOPMENT**

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Our CSR Project in Naisau, East Nusa Tenggara

## Data Center as Significant Drivers of Electricity Demand Growth

#### **Global Data Center Market**

Global data center demand is growing significantly, with CAGR of 13.5% (2020-2028F)

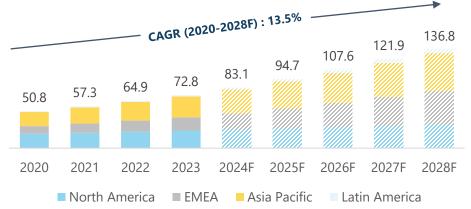
The growth is seen across all segments from hyper scale to enterprise

Demand from Al<sup>1</sup> will provide an additional demand boost estimated to exceed 20% Data center market size with Al<sup>1</sup> is expected to reach more than US\$150 billion by 2028

Data center market in the Asia Pacific region is positioned for further growth (CAGR 2020-2028F of 13.1%), with a particular boost expected from the potential impact of  $AI^1$  in the upcoming years

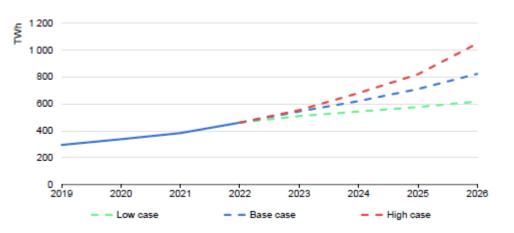
#### **Global Data Center Colocation** Market Size (US\$B)

ENERGY



#### **Global Electricity Demand**

**Global electricity demand from data centers, Al<sup>1</sup>, and cryptocurrencies (TWh)** 



✓ Electricity consumption from data centres, Al<sup>1</sup> and the cryptocurrency sector could double by 2026

After globally consuming an estimated 460 TWh in 2022, data centres' total electricity consumption could reach more than 1,000 TWh in 2026. This demand is roughly equivalent to the electricity consumption of Japan

✓ Updated regulations and technological improvements, including on efficiency, will be crucial to moderate the surge in energy consumption from data centres



## **Indonesia Data Center Market**

Indonesia Data Center Market continues to evolve amid a complicated landscape marked by macroeconomic headwinds, supply chain issues, as well as fluctuating demand patterns

Indonesia Data Center Market size is expected to grow from US\$4.0 billion in 2024F to US\$11.2 billion by 2029F, at a CAGR of 22.7% from 2024F to 2029F

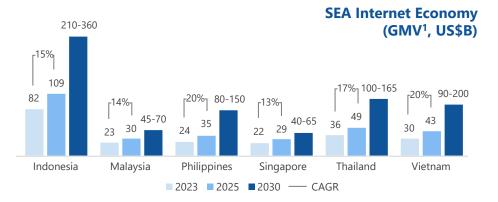
Meanwhile on MW basis, expected growth rate of data centers reached 16.9% per annum (2024F-2029F)

Driven by high undersea cable connectivity, a central geographic location in Southeast Asia, coupled with growing digital transformation and rise of artificial intelligence, rapid growth of start-up companies and an ever-growing population, Indonesia has been transitioning itself to a global data center market. Major cloud services providers have also increasingly made its way to the market Indonesia's digital economy is the largest and fastest-growing in Southeast Asia with around 275 million people, the world's fourth most populous nation, and expected to reach GMV<sup>1</sup> around US\$109 billion by 2025 and US\$210-US\$360 billion by 2030

Favorable Government support for the development data center infrastructure, tax incentives and the rise of e-governments

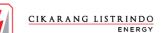
The Government is continuing its efforts to promote data localisation in Indonesia and the Indonesian Ministry of Communication and Information Technology has released a draft proposing amendments to the Country's data protection regulations

As Singapore – the region's leading data center hub strict the data center industry regulation due to environment impact concerns. This will open new opportunities to neighboring countries, including Indonesia.





#### **Data Centers around Jakarta**

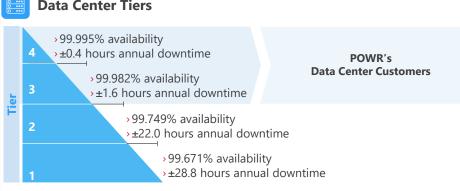


Source: Frost & Sullivan, 2019; Indonesia Data Center Market Size and Share Analysis – Growth Trends and Forecast up to 2029 by Mordor Intelligence; Jakarta DCI Report 2023: Data Center Colocation, Hyperscale Cloud & Interconnection by Structure Research; e-Conomy SEA 2023 Report by Google, Temasek & Bain & Company; News titled What is Indonesia's Population in 2022?; World Bank data per 2022 accessed on February 4, 2024; Asia Pacific Data Center Update H2 2023 by Cushman & Wakefield. 1. Gross Merchandise Value.

## **Potential Capacity Growth from Data Center Market**

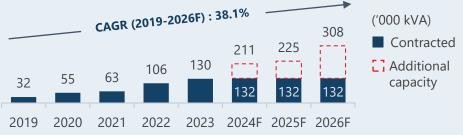


#### **Power: An Integral Part of Data Center**



#### **Projected Energized Capacity from Data Center**

Data Center currently contributed to 6% of industrial customers' consumption. We anticipate this contribution will continue to increase, potentially reaching >11% in the next 3 years



AA





**Data Center Customers** 

Land Availability

hyperscale user

acquired land

expansion plan

companies

CIKARANG LISTRINDO

ENERGY

1. The Company's data center energized capacity of 132 MW (Mar-24) compared to total data center market compiled by the Company. Artificial Intelligence (AI)

3. System Average Interruption Duration Index (SAIDI), System Average Interruption Frequency Index (SAIFI), Customer Average Interruption Duration Index (CAIDI). 4. Institute of Electrical and Electronics Engineers (IEEE) is the largest professional association in the United States for the advancement of technology.



# 05

## Sustainable Business

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## **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 STAR<sup>1</sup> values. Currently, the Company **contributes to 14 of 17 SDGs** 

	ESG Risk Rating							
		MSCI 🛞	<b>S&amp;P</b> <sup>3,4</sup>	Moody's <sup>3</sup>				
(JEE)	<b>26.7 \$</b> 30.8	<b>BB ☆</b> B	<b>46 ☆</b> 43	<b>CT-6 ℃</b> CT-5				

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



In 2023, the Company assessed its corporate governance in accordance with updated 2023 ACGS guideline, achieving **an adoption rate of 83.4%, reflecting an improvement compared to its first assessment for 2019 of 73.9%**. This reflects ongoing efforts to strengthen governance, risk management, and compliance.

## The Company's clear priorities for sustainable and long-term value creation, extending beyond compliance



The Company has started its renewable energy commitment through the **installation of rooftop solar power and co-firing with biomass in CFB boiler** 

The Company has started its **commercial pilot project to provide EV infrastructure (SPKLU) in industrial areas** served by the Company. As of March 2024, the Company **has successfully launched 3 SPKLUs with 11 SPKLUs currently in the process of construction and contract completion. We plan to expand this initiative by adding up to 30 SPKLUs in the near-term** 



To cater rising customer demand for electricity generated from renewable energy and to support the accelerating low-carbon and decarbonisation trends in recent years, the Company **has introduced the I-REC<sup>5</sup> since 2023. YTD Mar 2024, total sales of REC reached 2,385 MWh (1Q23: 1,000 MWh).** 



In addition to OJK Regulation and GRI Standards, the Company also adopted **TCFD<sup>6</sup> and SASB<sup>6</sup> Electric Utilities and Power Generators** in its Sustainability Report. The Company has published the 2023 Annual Report and Sustainability Report in **March 2024** 



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



The Company managed to **maintain green-rating PROPER<sup>2</sup> status for GSPP Jababeka** and blue-rating PROPER<sup>2</sup> status for PLTU Babelan



Source: Company data. CIKARANG LISTRINDO ENERGY 2. Environmental rating from the Ministry 3. Change of assessment policy

4. S&P Global ESG Score of 46. Previously CSA Score of 43

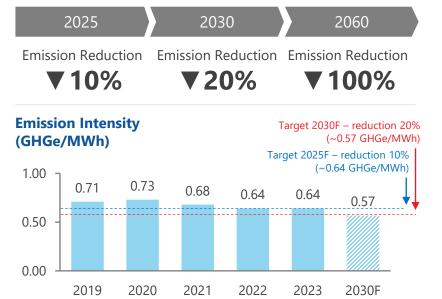
5. International Renewable Energy Certificate (I-REC)

6. Task Force on Climate-Related Financial Disclosure (TCFD). Sustainability Accounting Standards Board (SASB)

## **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 Contribution<sup>1</sup>

**GHG Emissions Intensity Reduction Targets**<sup>2</sup> Paving the way to net-zero emissions in 2060



#### **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 biomass
- Continuously searching technical possibilities to improve the efficiency of our units but also optimize the operation of the power generation fleet



The Company's head office and service office have succeeded in **achieving carbon neutrality by 2023 through carbon offsets** from electricity generation from biomass

**In 2023,** the Company managed to reduce its emission intensity by 9.9% from 0.71 GHGe/MWh in 2019 as baseline to 0.64 GHGe/MWh in 2023



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

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

 ENERGY
 2. Against Business As Usual (BAU) with 2019 as baseline

( )

## Annual General Meeting of Shareholders

06

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# **Annual General Meeting of Shareholders**

ended on December 31, 2023

Commissioners and Board of Directors

## **AGMS 2023**

The Company plans to hold an Annual General Meeting of Shareholders on May 29, 2024 at 10 AM (Western Indonesian Time), at Hotel Sheraton **Grand Jakarta Gandaria City** 

The meeting will also be conducted virtually through eASY.KSEI platform

Invitation has been sent to all shareholders on April 30, 2024



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Accountability report on the realization of the use of proceeds from the Initial Public Offering as of December 31, 2023

Determination on the use of the Company's net income and retained earnings for the year

Agenda

the Financial Statements of the Company for the year ended on December 31, 2023

Approval of the Annual Reports of the Company including the Report of Board of Directors and the Supervisory Duties Report of Board of Commissioners, as well as the Ratification of

- Proposed transfer of part of the Company's treasury shares from the buyback exercise in relation with the disbursement of partial bonus to the Company's employees in the form of shares
- The appointment of Public Accounting Firm to conduct audit on the Company's Financial Statements for the year ended on December 31, 2024

Changes in the composition of the Company's Board of Commissioners and Board of Directors

Determination of salaries and benefits of the members of the Company's Board of



Detailed information regarding the AGMS is available in our website







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