



PT CIKARANG LISTRINDO TBK

Investor Presentation – 1H 2019



CIKARANG LISTRINDO
ENERGY

Reliable, Clean and Efficient Power

July 2019
Strictly Private & Confidential

Disclaimer

This presentation material has been prepared solely for use in a presentation to be made by PT Cikarang Listrindo Tbk (the "Company"). This presentation material and any information contained herein is highly confidential and may not be copied, reproduced, redistributed, transmitted or disclosed to any other person in any manner. Any forwarding, reproduction or distribution of this presentation material, in whole or in part, is unauthorized. By attending this presentation, you are agreeing to be bound by the foregoing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials, the existence and scope of this document and of all conversations regarding this potential investment opportunity. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

This presentation material or any oral information provided in connection with it has not been independently verified. No representation, warranty or undertaking, express or implied, is made to, and no reliance should be placed, on the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation material. It is not the intention to provide, and you may not rely upon this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects. The information contained in this presentation has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. Neither the Company or any of their subsidiaries and affiliates or any of their respective directors, officers, agents, advisers, employees, and representatives accepts any liability whatsoever (in negligence, for misrepresentation, in tort, under contract or otherwise) for any loss howsoever arising from any information contained in this presentation material or otherwise arising in connection with this presentation material.

This presentation material contains certain forward-looking statements with respect to the future financial condition, results of operations and business of the Company, the industry in which the Company is engaged, and certain plans and objectives of the management of the Company. Such forward-looking statements are based on assumptions regarding the Company's present business strategies and a number of assumptions regarding matters which are beyond the Company's control, including the political, social, legal and economic environment in which the Company and its subsidiaries will operate in the future. These statements typically contain words such as "will," "expects" and "anticipates" and words of similar import. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results of operations or performance of the Company to be materially different from any projected results or performance expressed or implied by such forward-looking statements. Reliance should not be placed on these forward-looking statements, which reflect the view of the Company's management as of the date of this presentation material only. The Company, advisors and representatives undertake no obligation to update these forward-looking statements for events or circumstances that occur subsequently. In any case, past performance is not necessarily an indication of future results. Statistical and other information relating to the global economy and the industry in which the Company is engaged contained in this presentation material have been compiled from various publicly available official or unofficial sources. The quality of such source materials cannot be guaranteed. Moreover, statistics derived from multiple sources may not be prepared on a comparable basis.

This presentation material and any oral information provided in connection with it are for information purposes only and in any event do not constitute, or form part of any offer for subscription or purchase of, or invitation or solicitation of any offer to subscribe for or purchase any securities of the Company in the United States, Indonesia or any other jurisdiction, nor shall it be construed to invite any such offer, nor shall it form the basis of any contract or commitment whatsoever. The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), and may not be offered, sold or delivered within the United States absent registration under or an applicable exemption from the registration requirements of the United States securities laws. This presentation is not intended to provide the basis for evaluating, and should not be considered a recommendation with respect to, any securities of the Company. By accepting this document, you acknowledge, understand and agree that you will not trade any securities of the Company on the basis of, or in reliance on, any information contained in this presentation or any connected discussion. Any purchase of securities should be made solely on the basis of the information contained in the final offering circular by making an application in the manner set out in the final offering circular. No money, securities or other consideration is being solicited, and, if sent in response to this document or the information contained herein, will not be accepted.

This presentation and the information contained herein are being furnished to you solely for your information and may not be reproduced or redistributed to any other person, in whole or in part. This presentation is not for distribution, directly or indirectly, into Indonesia, Canada or Japan and may not be distributed, directly or indirectly, into the United States, other than exemption from the registration under the Securities Act, as amended, or the appropriate state securities laws. The distribution or possession of this presentation material in certain jurisdiction may be restricted by law or regulation. Persons who come into possession of this presentation material are required to inform themselves about, and to observe, any such restrictions. Nothing in this presentation material nor any oral information provided in connected with it should form the basis of, or be relied upon in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company. The Company may alter, modify or otherwise change in any manner the content of this presentation material, without obligation to notify any person of such change or changes. Under no circumstances may it or its content be passed or communicated in whole or in part, directly or indirectly, in any form or by any means to the mass media or in any manner whatsoever that would constitute a public offering under Law No. 8 of 1995 on Capital Markets.

No consideration has been given to particular investment objectives, finances or needs of any recipient. This presentation is not intended to provide and should not be relied upon for tax, legal or accounting advice, investment recommendations or advice or a credit or other evaluation of the offering for any securities of the Company. Prospective investors should consult their tax, legal, accounting or other advisers.



Agenda



1

Recent Update on Cikarang Listrindo

3

2

Operational Performance

6

3

Financial Performance

8





Recent Update on Cikarang Listrindo

Recent Update on Cikarang Listrindo



May-19

The Company distributed total dividend FY18 of US\$73 mio (Dividend Yield of 7.3%¹)



Jun-19

S&P raised the Company's rating from BB to BB+ (Outlook: Stable)



Jul-19

PLN 1 contract extension with PLN has been concluded and the contract is extended until end of 2019



S&P Raised Cikarang Listrindo's Rating

S&P Global Ratings

- With the new rating, Cikarang Listrindo's debt rating ranks third on category of Indonesia's private non-bank companies covered under S&P coverage below PT Astra International and PT Profesional Telekomunikasi Indonesia (PT Protelindo)

POWR's Senior Notes Profile



- ✓ US\$550 mio,
- ✓ 10NC5 Senior Notes at 4.95%,
- ✓ Due in Sep-2026

S&P raised from BB to BB+ (Outlook: Stable)

“ We raised the rating on POWR because we believe the company is well positioned to benefit from Indonesia's solid growth prospects. This is given POWR's captive market position and the improved credit quality of its counterparties such as PLN. ”

“ The stable outlook on POWR reflects our expectation that the company will maintain stable cash flows, moderate leverage, and have efficient operations over the next 12-18 months. ”

S&P Top 10 Indonesian Private Companies (non SOE)

No	Company Name	Current Rating
1	PT Astra International	BBB+ (Outlook: Stable)
2	PT Protelindo	BBB- (Outlook: Stable)
3	PT Cikarang Listrindo	BB+ (Outlook: Stable)
4	PT Pakuwon Jati	BB (Outlook: Stable)
5	PT Vale Indonesia	BB (Outlook: Stable)
6	PT Japfa Comfeed Indonesia	BB- (Outlook: Stable)
7	PT Tower Bersama Infrastructure	BB- (Outlook: Stable)
8	PT Chandra Asri Petrochemical	BB- (Outlook: Stable)
9	PT Bayan Resources	B+ (Outlook: Stable)
10	PT Alam Sutera Realty	B (Outlook: Stable)

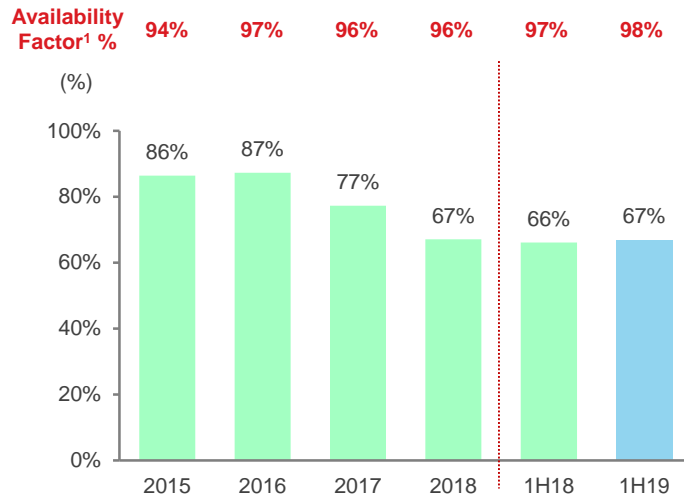




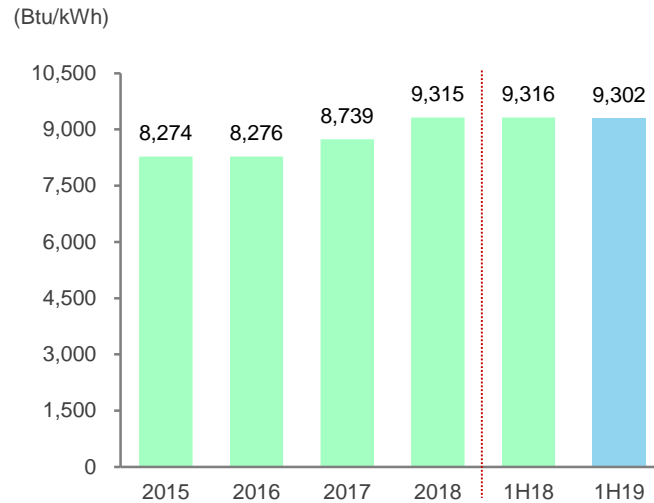
Operational Performance

Operational Performance

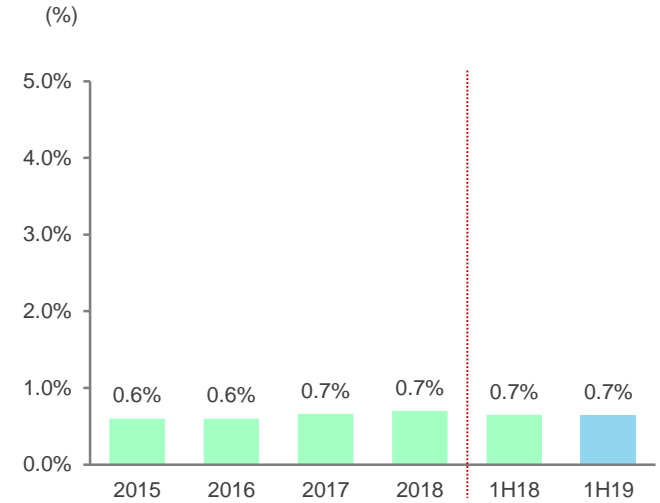
Net Capacity Factor^{1,2}



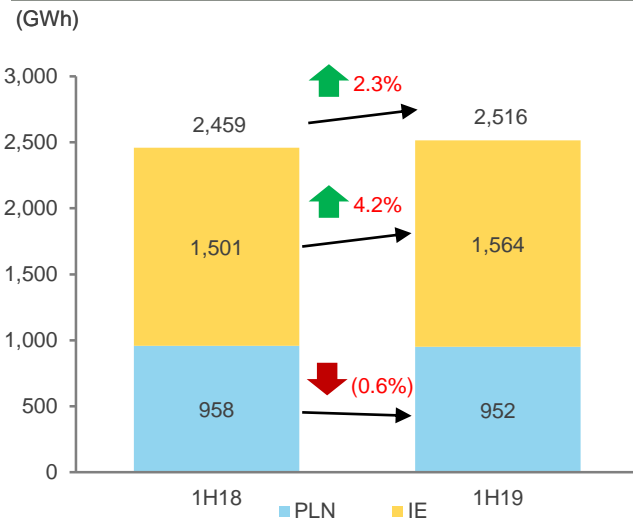
Net Plant Heat Rate¹



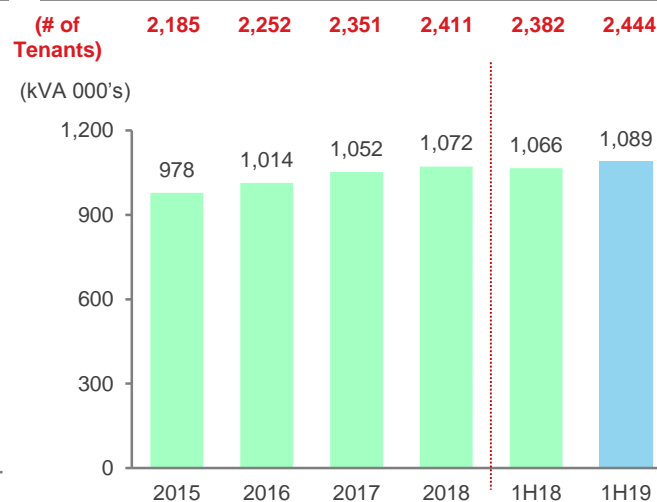
Network Distribution and Transmission Line Losses³



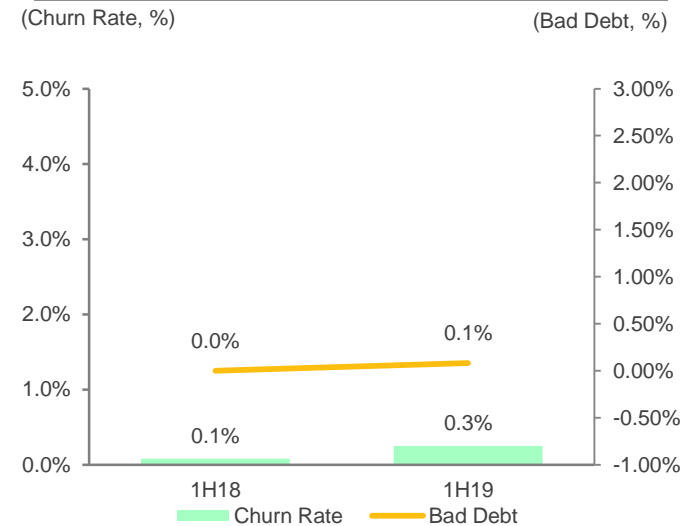
Historical Consumption Growth



IE Customer Energized⁴ Capacity



Low Customer Churn Rate⁵ and Bad Debt⁶



Source: Company data as at June 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



CIKARANG LISTRINDO
ENERGY





Financial Performance



Financial Performance

Profit & Loss (US\$m)	1H18	1H19	Δ %
Revenue	278.8	288.0	3.3%
- IE	205.2	210.7	2.7%
- PLN	73.6	77.3	4.9%
Cost of Sales	(177.6)	(183.3)	3.2%
Gross Profit	101.2	104.8	3.5%
Operating Expenses	(26.9)	(28.6)	6.4%
EBITDA	105.6	113.8	7.8%
Profit Before Income Tax	57.0	67.4	18.2%
Net Income	40.4	55.4	37.2%

Profitability Ratios (%)	1H18	1H19	1H19 ¹
Gross Margin	36%	36%	37%
EBITDA Margin	38%	40%	41%
Net Income Margin	14%	19%	20%

Balance Sheet (US\$m)	2018	1H19	Δ %
Cash and cash equivalents	156.4	192.2	22.9%
Property, Plant & Equipment ²	901.1	873.2	(3.2%)
Total Assets	1,309.0	1,309.1	0.0%
Total Liabilities	668.5	663.7	(0.7%)
Equity ³	640.4	645.4	0.8%

Financial Ratios (x)	2018	1H19
Current Ratio	5.5x	6.7x
FCCR ⁴	> 2.5	7.9x
Net Debt ⁵ to EBITDA	< 3.75	1.5x

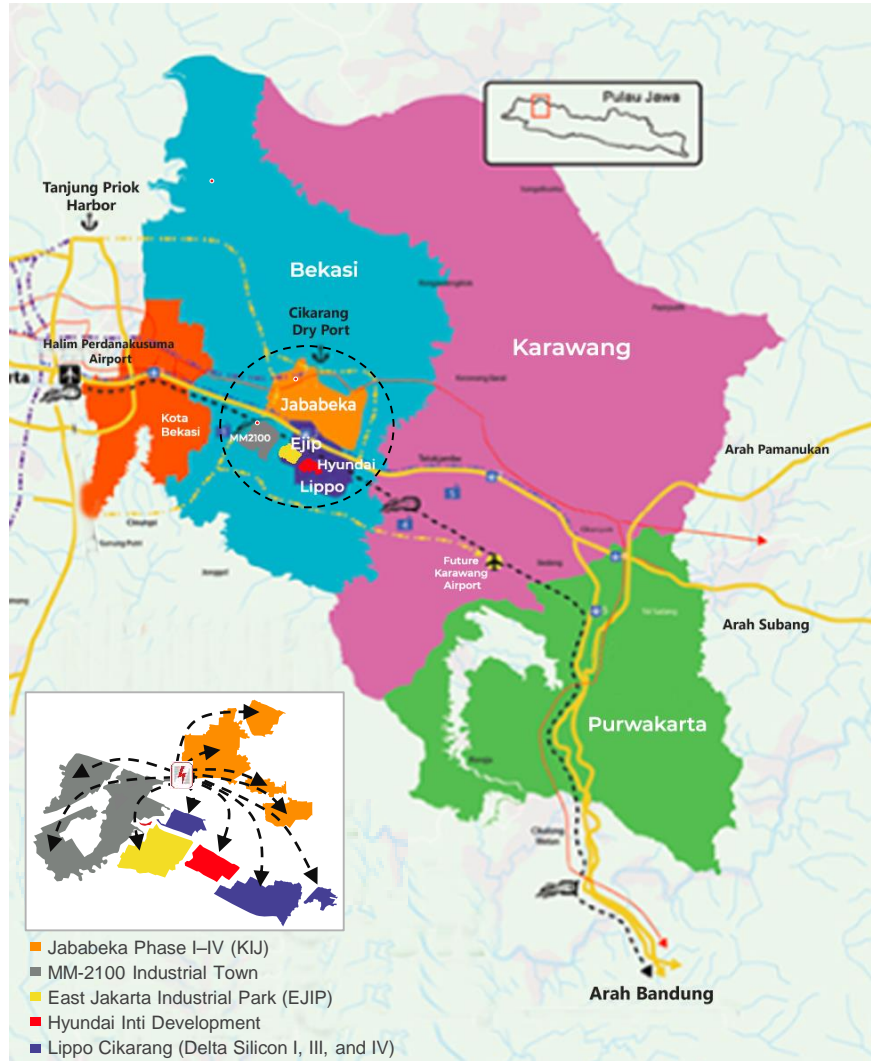


Appendix

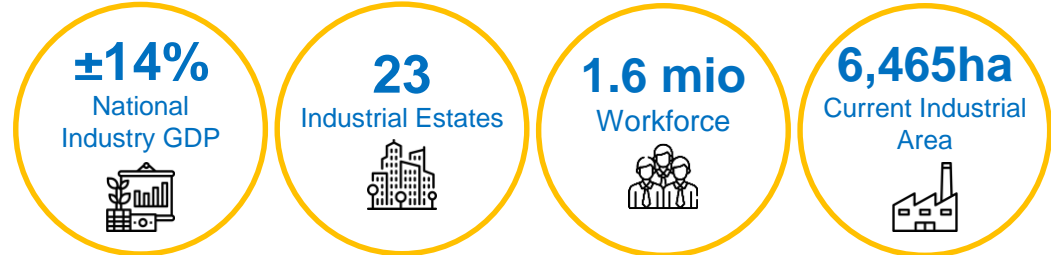


National Strategic Project: BEKAPUR¹ Industrial Area to Accelerate Industrialization & Anticipate Industrial Revolution 4.0

BEKAPUR Map

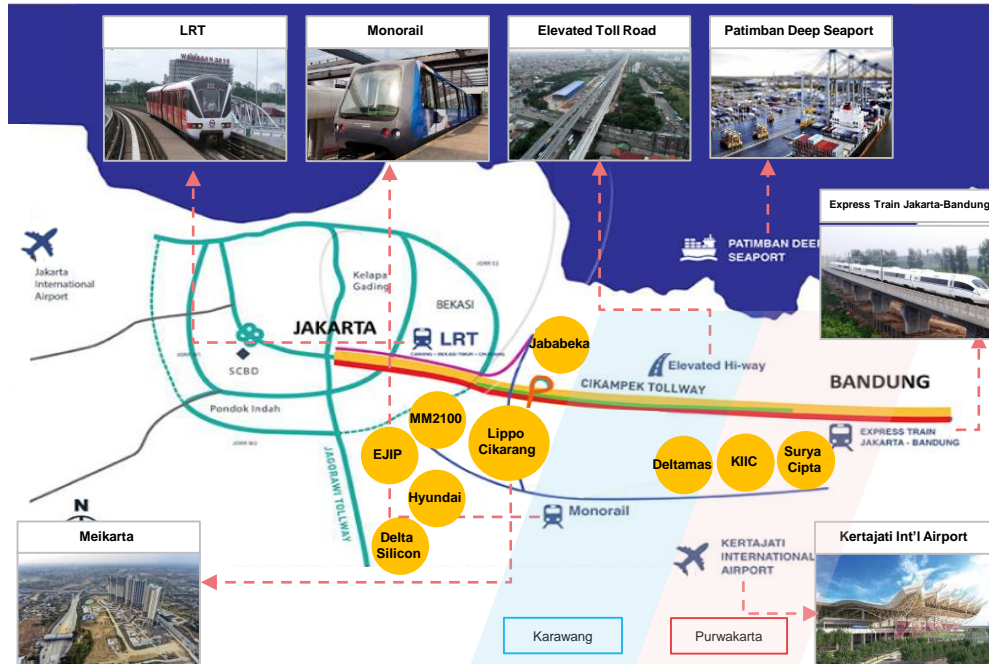


BEKAPUR¹'s Industrial Area Contribution



- 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 BEKAPUR¹ 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 BEKAPUR¹ 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	2H 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 BEKAPUR¹
- There are various significant infrastructure development ongoing to support the integrated industrial estates in West Java, especially BEKAPUR¹ area

- Infrastructure development will provide better connectivity between the industries. Government expect this will attract massive economic activities in the BEKAPUR¹ 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