



PT CIKARANG LISTRINDO TBK

Investor Presentation – FY 2018



CIKARANG LISTRINDO
ENERGY

Reliable, Clean and Efficient Power

March 2019
Strictly Private & Confidential

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2018 Milestone and Highlight 25 Years



Cikarang Listrindo's 2018 Milestone

Total FY17 dividend of US\$69 mio

Jun-18



Cikarang Listrindo's 25th Anniversary

Aug-18



Cikarang Listrindo was awarded "Top 3 Good Corporate Governance Issues in Energy Sector" in Indonesia Corporate Secretary Award 2018 by Warta Ekonomi

Oct-18



Extension of Pertamina MoU

Dec-18



Apr-18

Pilot Project Solar Rooftop



Jul-18

Cikarang Listrindo was awarded "Indonesia Fast Growing New Public Company 2018 in Infrastructure, Utilities & Transportation Sector" by Warta Ekonomi



Oct-18

Shares Buyback Approval



Nov-18

Payment of Interim dividend FY18 of US\$25 mio



Jan-19

Extension of PLN 1 contract

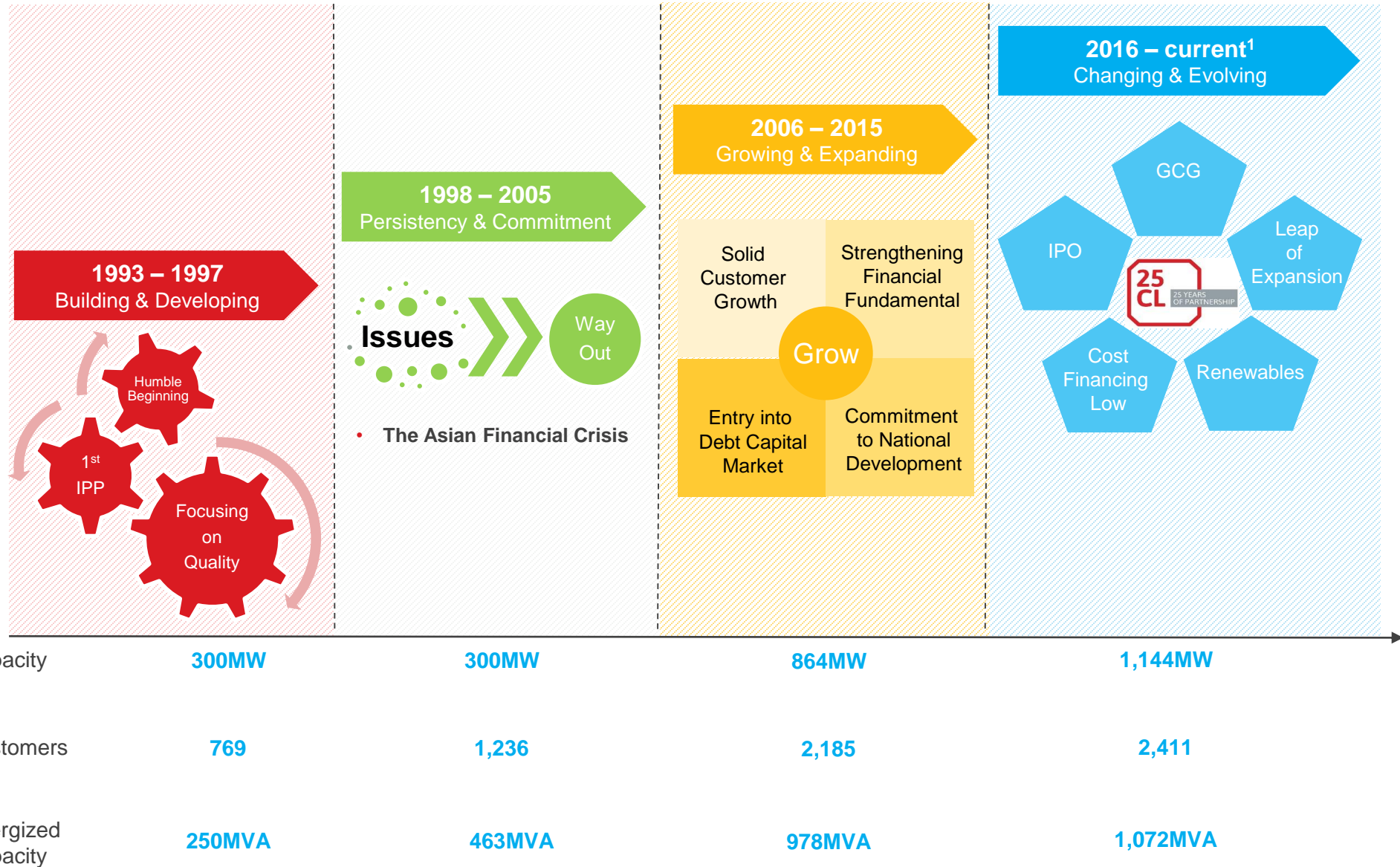


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Source: Company data;
1. Coal-Fired Power Plant



25 Years of Cikarang Listrindo Transformation



Source: Company data
1. Data per December 31, 2018

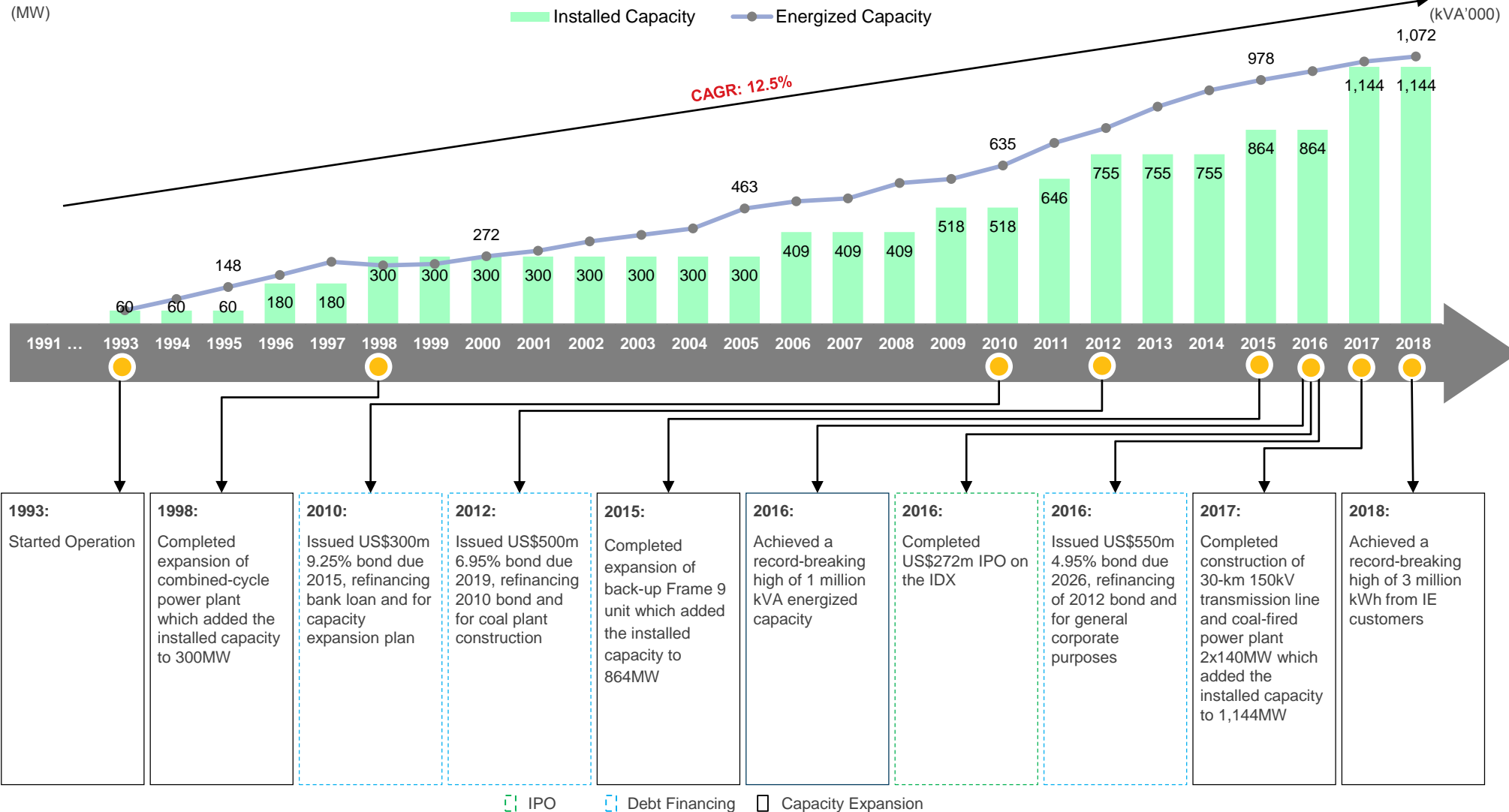


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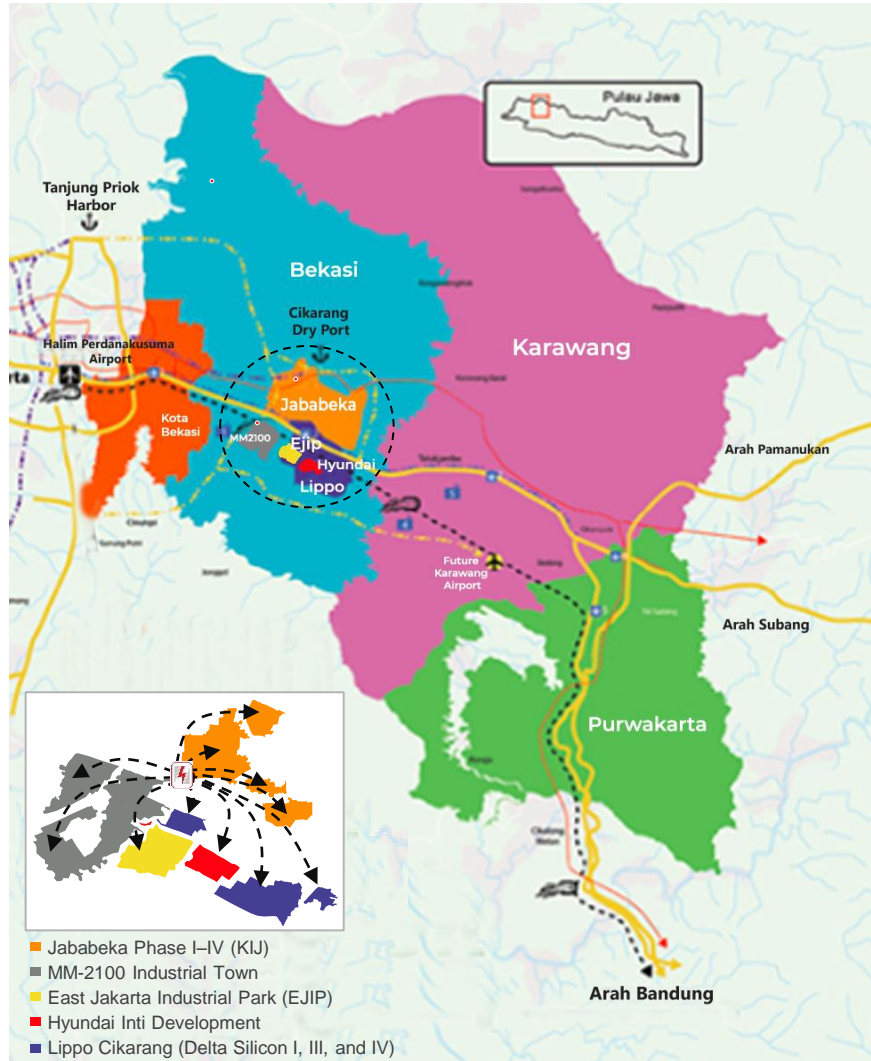
Longest Operating Independent Power Producer in Indonesia

Installed & Energized Capacity Evolution

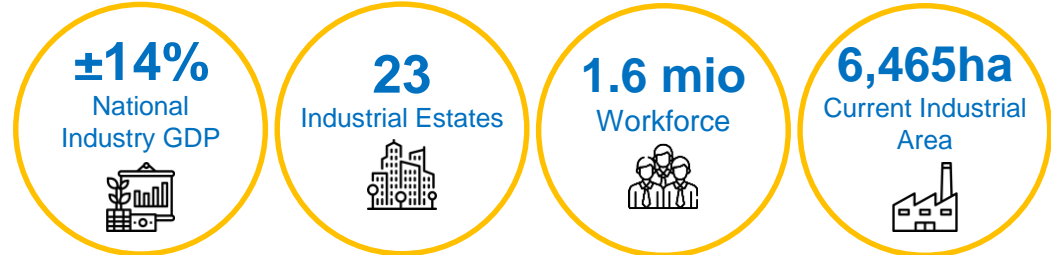


National Strategic Project: BEKAPUR Industrial Area to Accelerate Industrialization & Anticipate Industrial Revolution 4.0

BEKAPUR Map

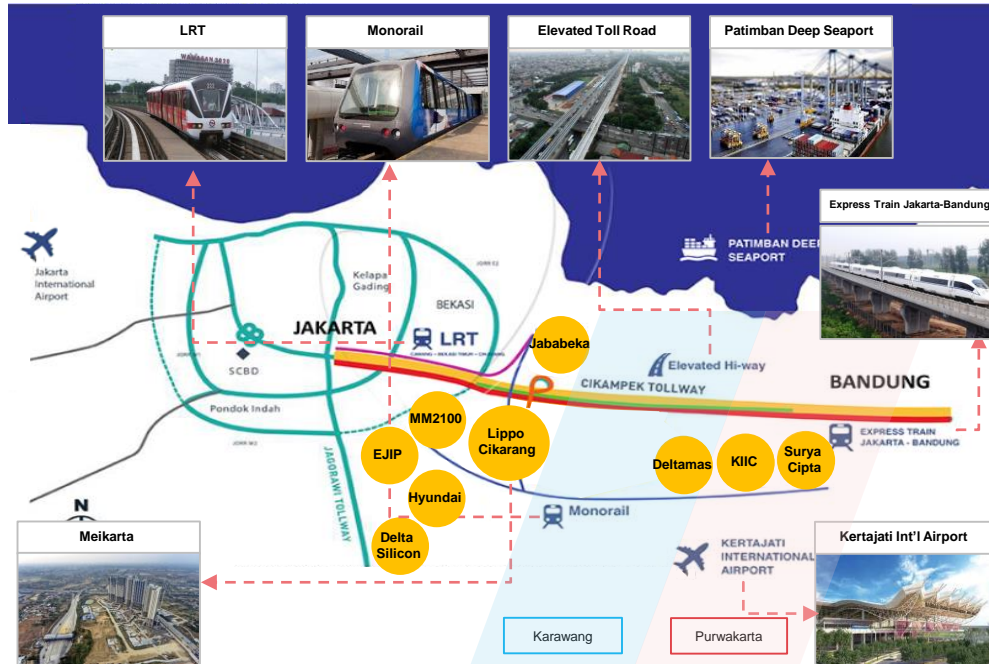


BEKAPUR's Industrial Area Contribution



- 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 mln passenger/year & 1.5 MT/year cargo
Patimban Deep Seaport	end of 2019	3.5 mln 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 mln 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:

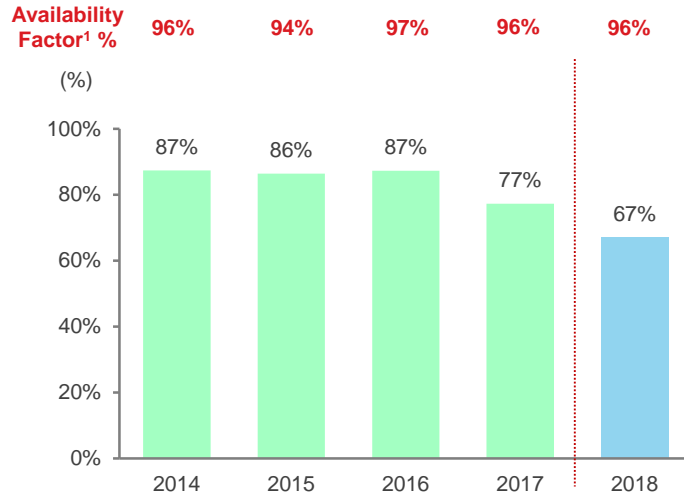
- ✓ Lower logistic costs and increase efficiency in distribution
- ✓ Better supply chain connectivity
- ✓ Improve economic purchasing power and ability to provide significant number of job creation



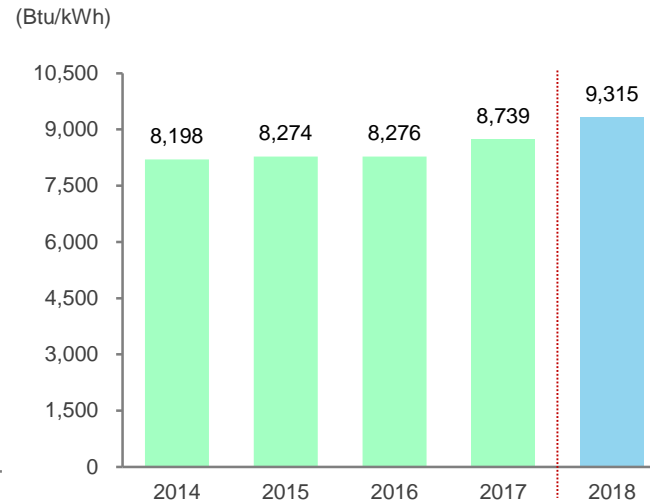
Operational Performance

Operational Performance

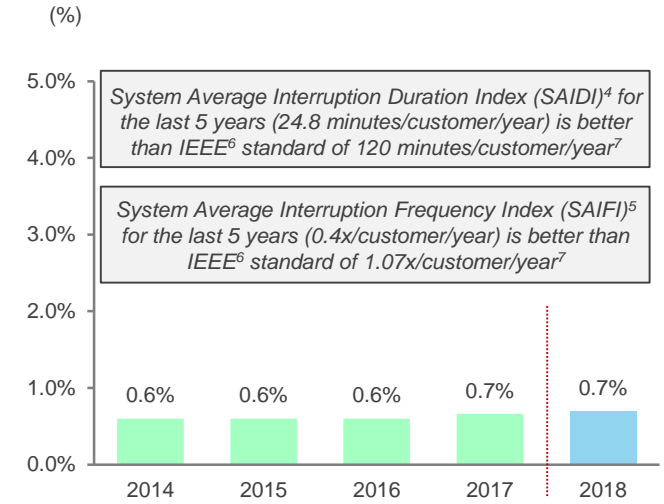
Net Capacity Factor^{1,2}



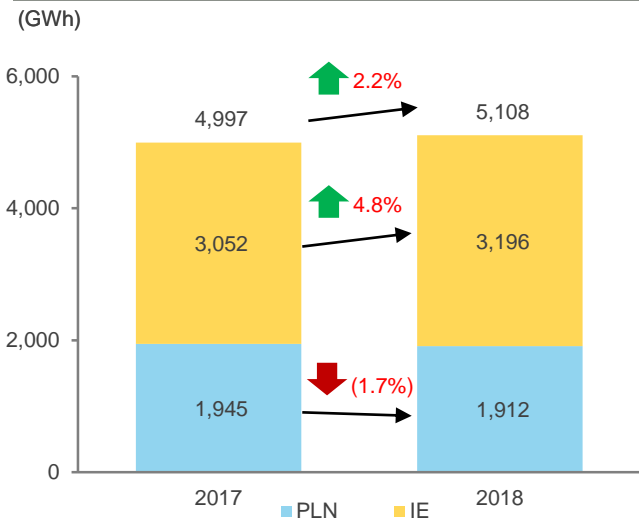
Net Plant Heat Rate¹



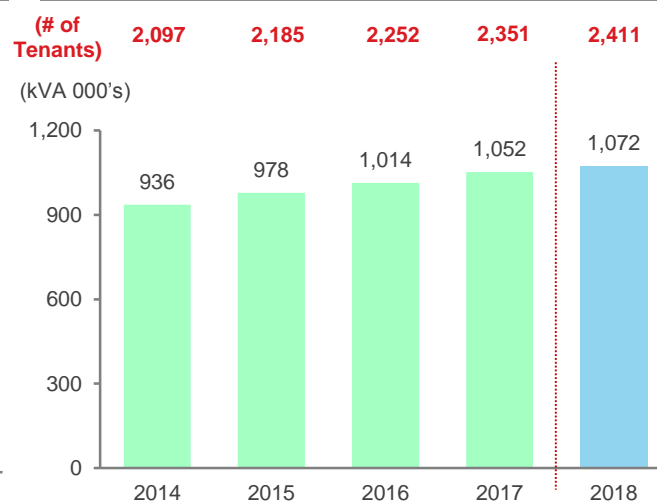
Network Distribution and Transmission Line Losses³



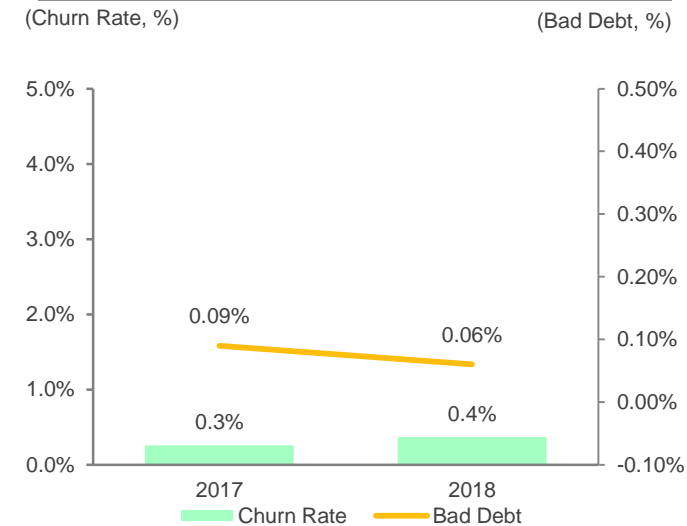
Historical Consumption Growth



IE Customer Energized⁸ Capacity



Low Customer Churn Rate⁹ and Bad Debt¹⁰



Source: Company data as at December 2018, 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. System average interruption duration index is calculated as the sum of all customer interruption durations, divided by the total number of customer served; 5. System average interruption frequency; index is calculated as the total of all customer interruptions, divided by the total number of customers served; 6. IEEE is the largest professional association for the advancement of technology; 7. The median value result for the IEEE figures based on IEEE Benchmark Year 2018 Results for 2017 data conveyed in 2018 General Meeting Distribution Reliability Working Group in Portland, Oregon; 8. Energized kVA represents the amount of capacity each IE customer has purchased for use under the offtake agreements; 9. Churn rate defined as rate at which customers stop subscribing to Cikarang Listrindo's service; 10. Calculated by dividing impairment loss on receivables with total net sales





Financial Performance

Financial Performance

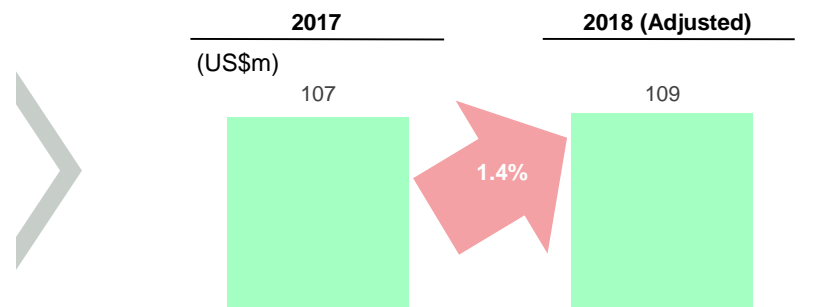
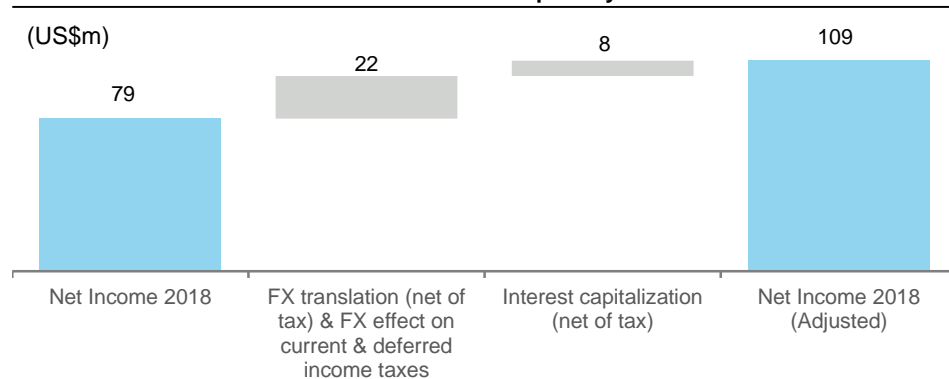
Profit & Loss (US\$m)	2017	2018	Δ %
Revenue	566.1	574.1	1.4%
- IE	419.3	427.2	1.9%
- PLN	146.9	147.0	0.1%
Cost of Sales	(358.2)	(358.7)	0.1%
Gross Profit	208.0	215.4	3.6%
Operating Expenses	(51.6)	(57.1)	10.6%
EBITDA	211.7	221.2	4.5%
Profit Before Income Tax	146.7	126.6	(13.7%)
Net Income	107.3	78.9	(26.5%)
Profitability Ratios (%)	2017	2018	
Gross Margin	37%	38%	
EBITDA Margin	37%	39%	
Net Income Margin	19%	14%	

Balance Sheet (US\$m)	2017	2018	Δ %
Cash and cash equivalents	150.0	156.4	4.3%
Property, Plant & Equipment	928.3	901.1	(2.9%)
Total Assets	1,323.4	1,309.0	(1.1%)
Total Liabilities	683.3	668.5	(2.2%)
Equity	640.2	640.4	0.0%

Financial Ratios (x)	2017	2018
Current Ratio	4.0x	5.5x
FCCR ¹	7.3x	7.7x
Net Debt ² to EBITDA < 3.75	1.8x	1.7x

Net Income

2018 Net Income Gap Analysis

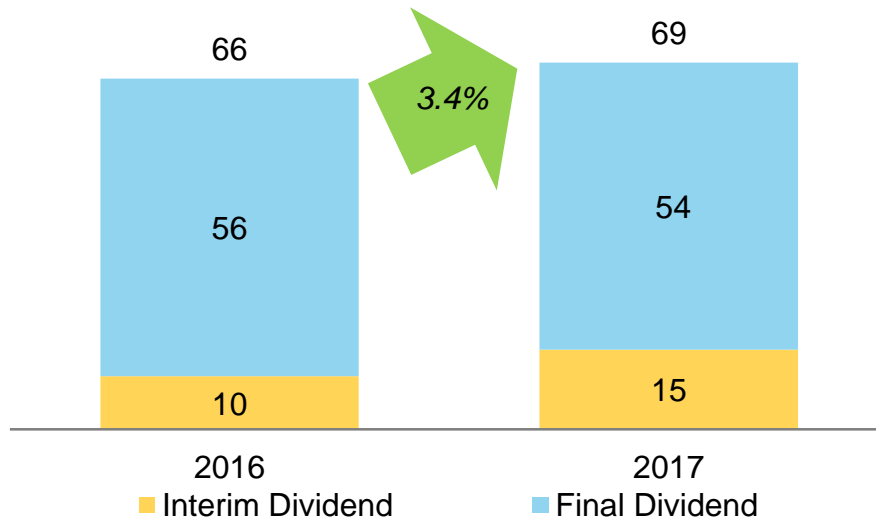


Dividend Payment

Dividend FY2018

- In connection with the 25th year anniversary of the Company, Management announced interim dividend FY2018 of US\$25 mln on October 26, 2018
- Management is comfortable in paying higher dividend payout from the previous payout of 64% in FY17 due to non-recurring factor in 2018 as explained above.

Historical Dividend Payment since IPO



- 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 6.2% as of February 15, 2019 is higher than the MSCI Indonesia high-dividend yield of 3.04%.

Dividend Payout	64%	64%
Total Dividend/Share	Rp55/share	Rp59/share
Dividend Yield¹	5.8%	6.2%

Share Buyback Program

- The General Meeting of Shareholder (GMS) approved plans to share buyback maximum 321.7 mln shares or maximum of 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 Share Buyback Plan:

Total Shares	Maximum 321.7 mln shares or 2% of total issued & paid up capital
Allocated Fund	Maximum US\$20 mln
Source of fund	Internal Cash Flow
Buyback Period	Over 18 Months after the GMS
GMS Approval	Oct, 24 2018 (Approved)
Plan of repurchased shares	According to POJK No. 30/2017, treasury shares will be kept maximum three years and could be converted to: <ol style="list-style-type: none"> (1) Resell in open market (2) Reduced Issued and Paid In capital (3) ESOP/MESOP (4) Execution of Conversion Shares
Share buyback as of December 31, 2018	17.8 mio shares



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New Development

Green Energy Initiatives

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

Our Pilot Project in Cikarang (52.5 kWp)



- ❑ We are currently gathering solar irradiation data for 12 months starting from April 2018 and waiting for irradiation level during the rainy season over the next six 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

