



PT PELABUHAN INDONESIA (PERSERO)

INVESTOR MEMO 2022-Audited


*“Sustained robust performance
post merger”*

Despite global economic uncertainty, the merger has enabled Pelindo to conduct operational, commercial, and financial standardization resulting on solid company performance in 2022.

CORPORATE FINANCE AND INVESTOR RELATIONS

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SOCIAL MEDIA

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 @indonesiaport
 Pelindo



Pelindo Integration

Pelindo is aiming to enhance its competitiveness in port sectors and widen the opportunity for go global to become a **World-Class Integrated Maritime Ecosystem Leader**

Objectives



Improve connectivity and standardization of port services to support the reduction of national logistics costs and encourage growth and equity of the national economy



Integrated logistics services to increase sectoral contribution to the Indonesian economy



Increase business scale and value creation of Port Service SOEs through **operational and commercial and financial excellence**

Vision: Become a World-Class Integrated Maritime Ecosystem Leader

Mission: Develop national maritime ecosystem network through increasing network connectivity and service integration to support Indonesia's economic growth

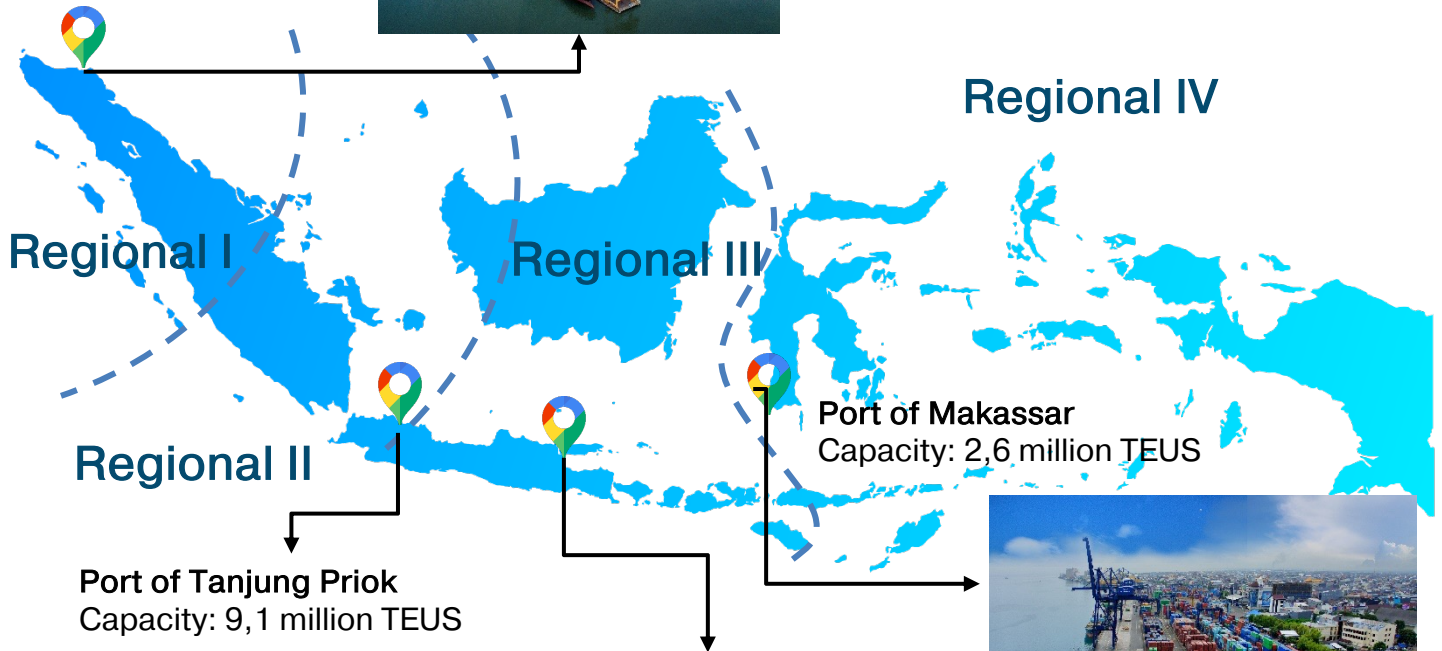
Strategic Pillars	<p>World-class port transformation</p> <ul style="list-style-type: none"> Improve port operational quality standards by utilizing digital technology Improve quality of customer-based service (cust. centric) Develop sustainable ports Preparing regional expansion 	<p>Strengthening the logistics ecosystem</p> <ul style="list-style-type: none"> Increase cooperation with sea and land logistics industry players to support the optimization of national logistics costs Expand cooperation with industrial/logistics areas to encourage increased flow of goods 	<p>Maritime supply chain efficiency</p> <ul style="list-style-type: none"> Expand the national port network Integrate Port Network, Transportation mode and supporting areas (i.e. Industrial/logistics areas) 	<p>Increased company value</p> <ul style="list-style-type: none"> Strengthen the company's financial structure Optimal asset management Vertical & horizontal business development
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Enablers	<ul style="list-style-type: none"> Develop organization to drive business efficiency Sustainable innovation Develop human resources capability and quality Strengthen the utilization of technology and information systems
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Pelindo Profile

Port of Belawan
Capacity: 2 million TEUS



Regional I

Regional III

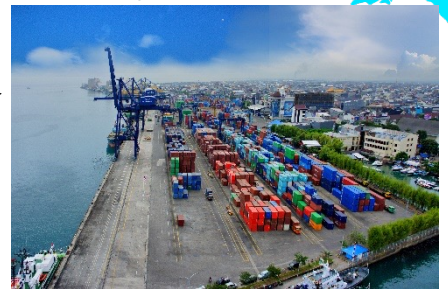
Regional IV

Regional II

Port of Makassar
Capacity: 2,6 million TEUS

Port of Tanjung Priok
Capacity: 9,1 million TEUS

Port of Tanjung Perak
Capacity: 5,1 million TEUS



125 Ports
77 Branches
4 Regional
4 Sub Holdings



2022 Highlights

2021-2022

Business Alignment and Integration

In 2022, Pelindo focus on standardization as well as operational and commercial integration to improve service quality, investments for business development, and company organization realignment



Highlights of 2022

- ✓ Share injection of numerous subsidiaries into 4 Subholding
- ✓ Government support on 0% Acquisition Duty of Right on Land and Building
- ✓ Inauguration of Kijing Terminal, located in West of Kalimantan, by President of Republic Indonesia
- ✓ Investment and Operation Agreement with INA Consortium on Belawan New Container Terminal operatorship
- ✓ Inauguration of Toll Road Cibitung Cilincing, as the connectivity between industrial area with ports in Tanjung Priok, by President of Republic Indonesia
- ✓ Go Live Shared Service Centre Pelindo (finance, HR, and procurement)
- ✓ Go Live Single ERP
- ✓ Kick off of Pelindo Group business alignment





Pelindo Bonds and Ratings

GLOBAL BONDS

PLBIJ Senior Notes due 2023
Maturity Date : May 2nd 2023
Amount : USD 500 Million
Coupon : 4.500%

PLBIJ Senior Notes due 2024
Maturity Date : October 1st 2024
Amount : USD 500 Million
Coupon : 4.875%

PLBIJ Senior Notes due 2025
Maturity Date : May 5th 2025
Amount : USD 1,1 Billion
Coupon : 4.250%

PLBIJ Senior Notes due 2045
Maturity Date : May 5th 2045
Amount : USD 500 Million
Coupon : 5.375%

2022 CORPORATE RATINGS
Moody's : Baa3 (Positive Outlook)
Fitch : BBB (Stable Outlook)
PEFINDO : AAA (Stable Outlook)

DOMESTIC BONDS

PIGN01C
OBLIGASI I PELINDO 1 GERBANG NUSANTARA TH 16 SR C
Maturity Date : June 21st 2023
Amount : IDR 400 Billion
Coupon : 9.500%

PIGN01D
OBLIGASI I PELINDO 1 GERBANG NUSANTARA TH 16 SR D
Maturity Date : June 21st 2026
Amount : IDR 50 Billion
Coupon : 9.750%

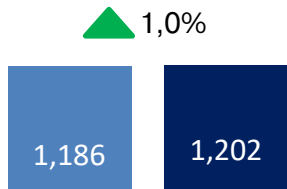
PIKI01A
OBLIGASI I PELINDO IV TAHUN 2018 SERI A
Maturity Date : July 4th 2023
Amount : IDR 380 Billion
Coupon : 8.000%

PIKI01B
OBLIGASI I PELINDO IV TAHUN 2018 SERI B
Maturity Date : July 4th 2025
Amount : IDR 1.82 Trillion
Coupon : 9.150%

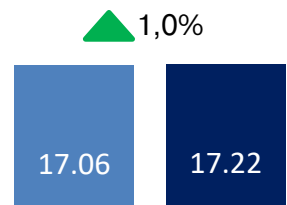
PIKI01C
OBLIGASI I PELINDO IV TAHUN 2018 SERI B
Maturity Date : July 4th 2028
Amount : IDR 800 Billion
Coupon : 9.350%



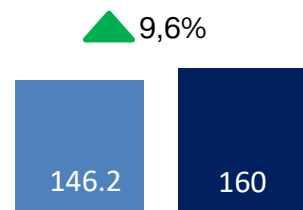
Operational Performance



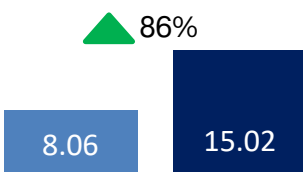
Ship Calls (in Million GT)



Container (in million TEUS)



Non Container (in million tonnes)



Passengers (in million people)

■ 2021 ■ 2022

According to UNCTAD, despite economic uncertainties as the reason behind global trade slowdown in 2022, the volume of global trade continued to increase throughout 2022.

Overall, traffic volume in 2022 increase compared to 2021. Both ship calls and container traffic had a slight increase by 1% in 2022. Meanwhile the growth of non-container traffic, and passengers traffic are 9% and 86%, respectively. Slow growth on container traffic is affected by lockdown in China. Meanwhile, the significant rebound on passengers traffic is due to the revocation on social distancing provision.



Financial Performance



Compared to last year, Pelindo’s revenue has increased by 3% to Rp 29.70 trillion due to higher traffic volume. In 2022, Pelindo has reached EBITDA of Rp 10.11 trillion and booked a net profit of Rp 3.91 trillion, increased by 8% and 23% compared to 2021, respectively. In terms of Pelindo’s balance sheet, total asset increased 2%, total liabilities increased by 2%, and total equities increased by 2%. Meanwhile, all key financial ratios as per 31 December 2022 are preserved.



Strategic Projects



KUALA TANJUNG PORT

Capacity: 600,000 TEUS
Current Progress:

- **Completed:** Kuala Tanjung Multipurpose Terminal Phase 1
- Land acquisition of Industrial Zone

Upcoming:

- Construction of Industrial Zone



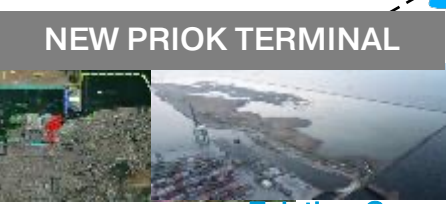
KIJING TERMINAL

Initial Capacity:

500,000 TEUS (container);
 500,000 tonnes (multipurpose);
 5,000,000 tonnes/year (liquid bulk);
 7,000,000 tonnes/year (dry bulk)

Current Progress:

Completed:
 Construction and Operation of Initial Phase



NEW PRIOK TERMINAL

Existing Capacity: 1.5 million TEUS
Ultimate Capacity: 4.5 million TEUS
Current Progress:

Completed: CT 1 (Kalibaru Terminal Phase 1A) : Fully Operated in September 2016

Upcoming:
 Kalibaru Terminal Phase 1B Construction (Container Terminal 2, Product Terminal 1, and Reserved Area)



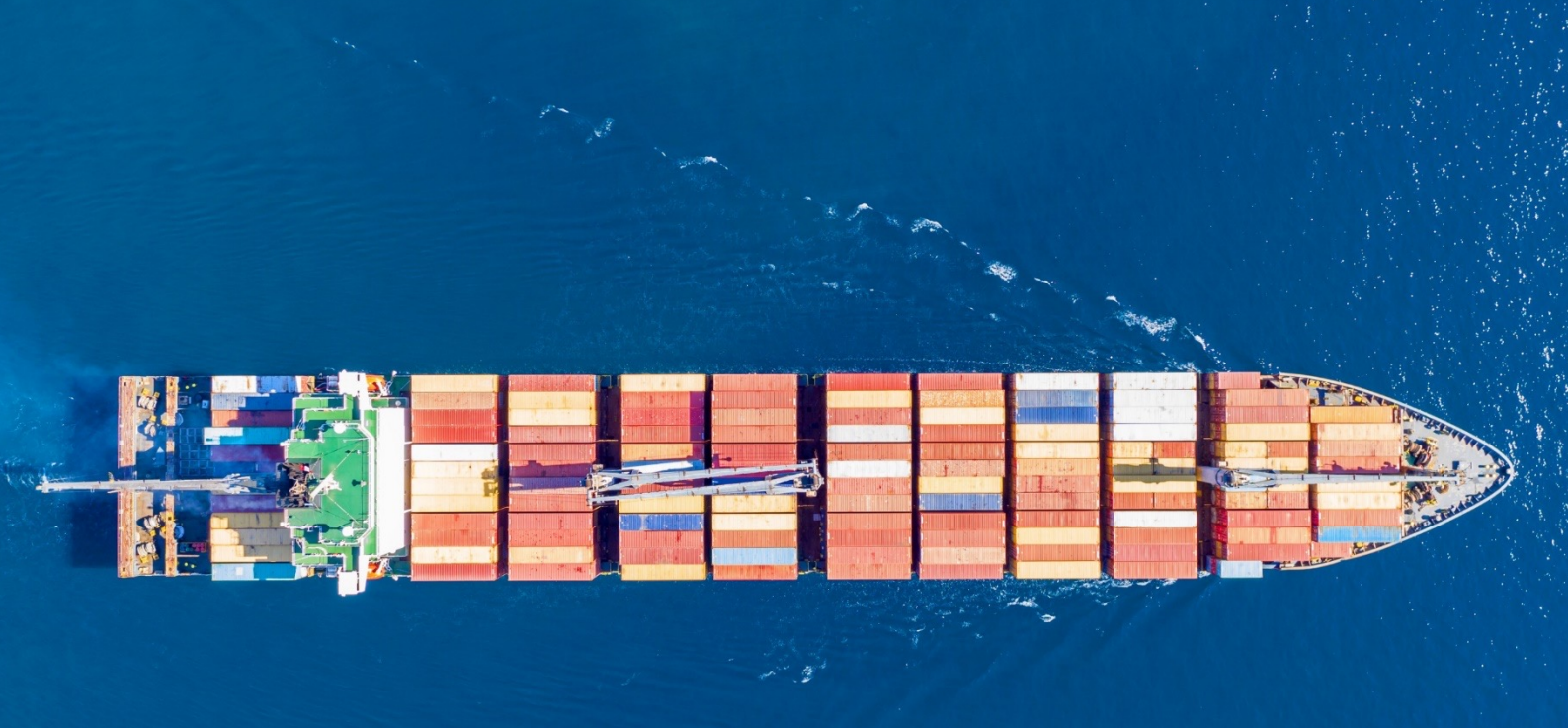
TELUK LAMONG TERMINAL

Capacity: 1.25 million TEUS
Current Progress:

Completed:

- Domestic quay length 500 m
- International quay length 450 m
- Extension of container dock 150x80 m
- Flyover to Teluk Lamong Terminal

ON PROGRESS
COMPLETED



Strategic Projects



MAKASSAR NEW PORT (MNP)

Existing Capacity: 500,000 TEUS
Ultimate Capacity: 2.5 million TEUS
Current Progress:

- Completed: Construction of Container Terminal Phase 1A
- On going: Construction of Container Terminal Phase 1B and 1C

Upcoming:
 Operation of Container Terminal Phase 1B and 1C

Container Yard Capacity: 3,860 TEUS

Current Progress:

- Procurement of 2 Unit Container Crane Panamax
- DED

Upcoming:

Construction of Container Yard



SORONG PORT



BALI MARITIME TOURISM HUB (BMTH)

Area: 172,14 hectare
Current Progress:

- Completed: Basic infrastructure and supporting facilities
- On going: Construction of Revetment on Dumping Area, Cruise Berth Extension, Dredging, and Green Open Space

Upcoming:

- Development of Sports Club, Yacht Club, and Fish Market
- Development of Industrial & Logistic Area and LNG Terminal
- Development of MICE, Real Estate, Hotel, and Theme Park



LABUAN BAJO MULTIPURPOSE TERMINAL

Capacity: 100,000 TEUS
Current Progress:

- Completed:
- Quay 120 x 20 m
 - Trestle 60 x 12 m
 - Causeway 690 x 20 m
 - Container Yard: 2 hectare

ON PROGRESS
 COMPLETED

2022 Audited

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INVESTOR MEMO

DISCLAIMER

This document contains certain financial information and result of operation, and may also contain certain projections, plans, strategies, and objectives of Pelindo, that are not statements of historical fact which would be treated as forward looking statements within the meaning of applicable law. Forward looking statements are subject to risks and uncertainties that may cause actual events and Pelindo future results to be materially different than expected or indicated by such statements. No Assurance can be given that the results anticipated by Pelindo, or indicated by any such forward looking statements will be achieved.

The financial information provided herein is based on Pelindo consolidated financial statements in accordance with Indonesian Financial Accounting Standards.



 @Pelindo

 BUMN Pelabuhan
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 Pelindo

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