



PT PELABUHAN INDONESIA (PERSERO)

INVESTOR MEMO Q1-2025

“Improving Performance and Fostering Growth”





Global economy under pressure could slow according to UN Trade and Development. The world economy on a recessionary trajectory, driven by escalating trade tensions and persistent uncertainty.

Pelindo continued to improve its performance in the first quarter, despite a decline in net profit due to the weakening USD/IDR exchange rate.

CORPORATE FINANCE AND INVESTOR RELATIONS

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SOCIAL MEDIA

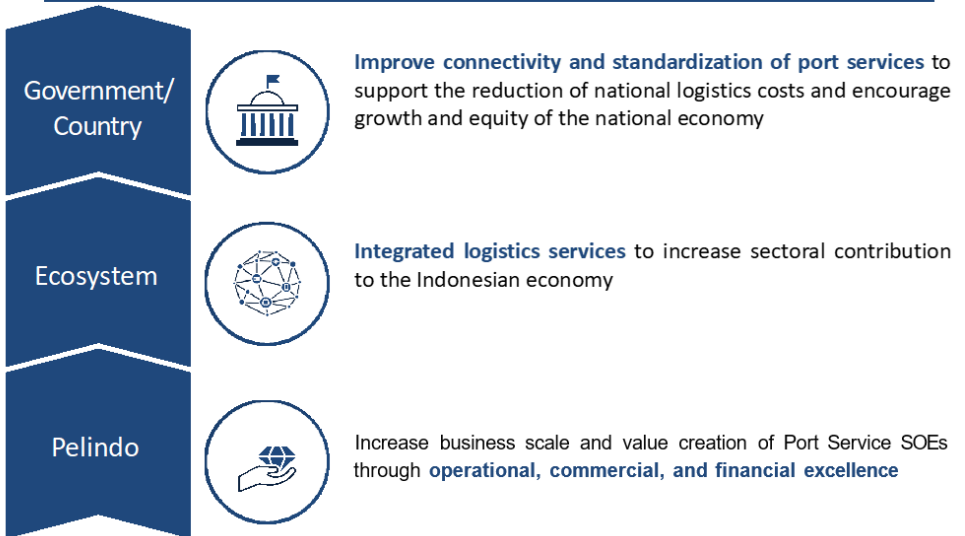
 @pelindo
 BUMN Pelabuhan Indonesia
 @indonesiaport
 Pelindo



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



Vision: Become a World-Class Integrated Maritime Ecosystem Leader

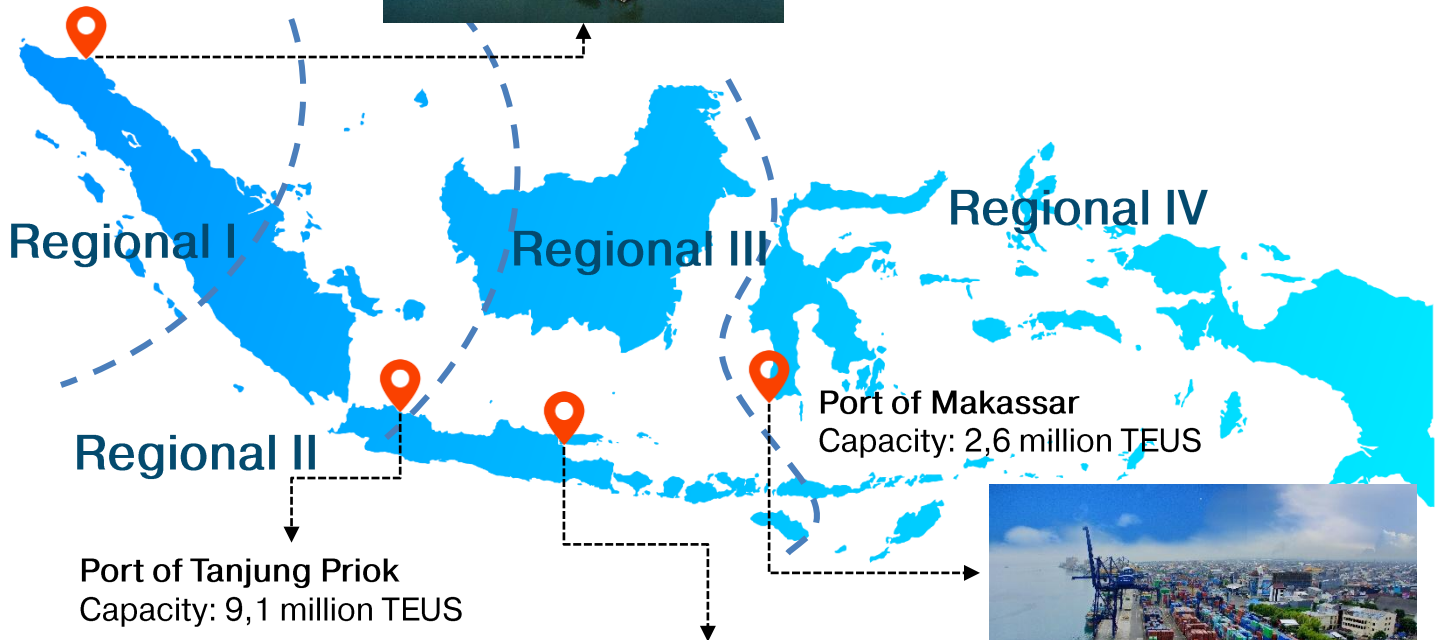
Mission: Develop national maritime ecosystem network through increasing network connectivity and service integration to support Indonesia's economic growth

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
	<p>Enablers</p> <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 			



Pelindo Profile

Port of Belawan
Capacity: 2 million TEUS



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



71 Branches
4 Regional
4 Sub Holdings



Q1-2025 Highlights

2025-2026 : Integrated Connectivity

- **Developing multimode connectivity and hinterland integration** through SOE synergy
- Collaborating with industrial zone companies to **develop port-industrial zone integration**
- **Collaborating with cargo owner** as logistics players for end-to-end cargo distributions
- **Operational expansion** outside Pelindo Group
- Collaborating with domestic shipping lines to **optimize hub and spoke**
- **Service digitalization**

Highlights of Q1-2025



January 31th, 2025

Synergy between Pelindo and PT Jakarta Propertindo (Perseroda) to integrate transportation modes in Sunda Kelapa port area aiming to improve connectivity and support tourism development in Sunda Kelapa.



February 21st, 2025

Pelindo Regional 3 has successfully docked three cruise ships simultaneously in Benoa Port becoming a momentum of Benoa Port as the Home Port for Indonesian Tourism.



February 12th, 2025

Pelindo has officially implemented Internal Control Over Financial Reporting (ICOFR) to strengthen internal control systems and corporate governance.



February 28th, 2025

Canadian Ambassador for Indonesia, H.E. Jess Dutton, visited Makassar New Port (MNP) to explore collaboration opportunities within port and logistics sectors.



February 13th, 2025

Signing of MoU between Pelindo and the Ministry of Transportation regarding cooperation in Shipping Sector



March 20th, 2025

Pelindo has been awarded as the best corporate for organization transformation (1st Place) and best CEO for driving execution

Corporate Restructuring

Completion of 44 corporate actions as part of business model transformation strengthening the company internal agility and efficiency



Pelindo Bonds and Ratings

GLOBAL BONDS

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%

DOMESTIC BONDS

PIGN01D

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

PIKI01B

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

PIKI01C

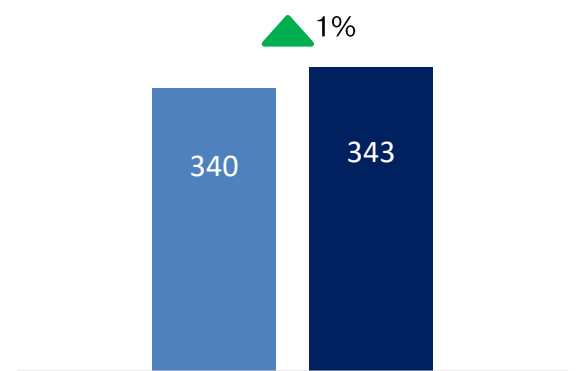
OBLIGASI I PELINDO IV TAHUN 2018 SERI C
Maturity Date : July 4th 2028
Amount : IDR 800 Billion
Coupon : 9.350%

CORPORATE RATINGS

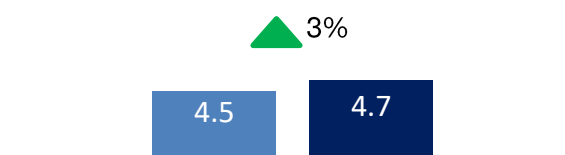
Moody's : Baa2 (Stable Outlook)
Fitch : BBB (Stable Outlook)
PEFINDO : AAA (Stable Outlook)



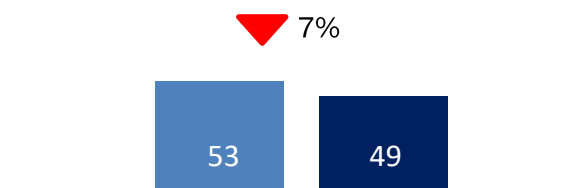
Operational Performance



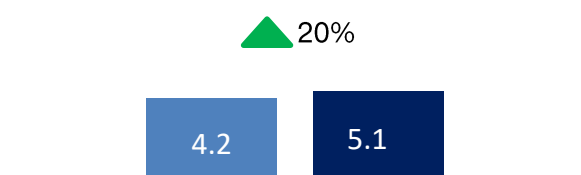
Ship Calls (in Million GT)



Container (in Million TEUS)



Non Container (in million tonnes)



Passengers (in million people)

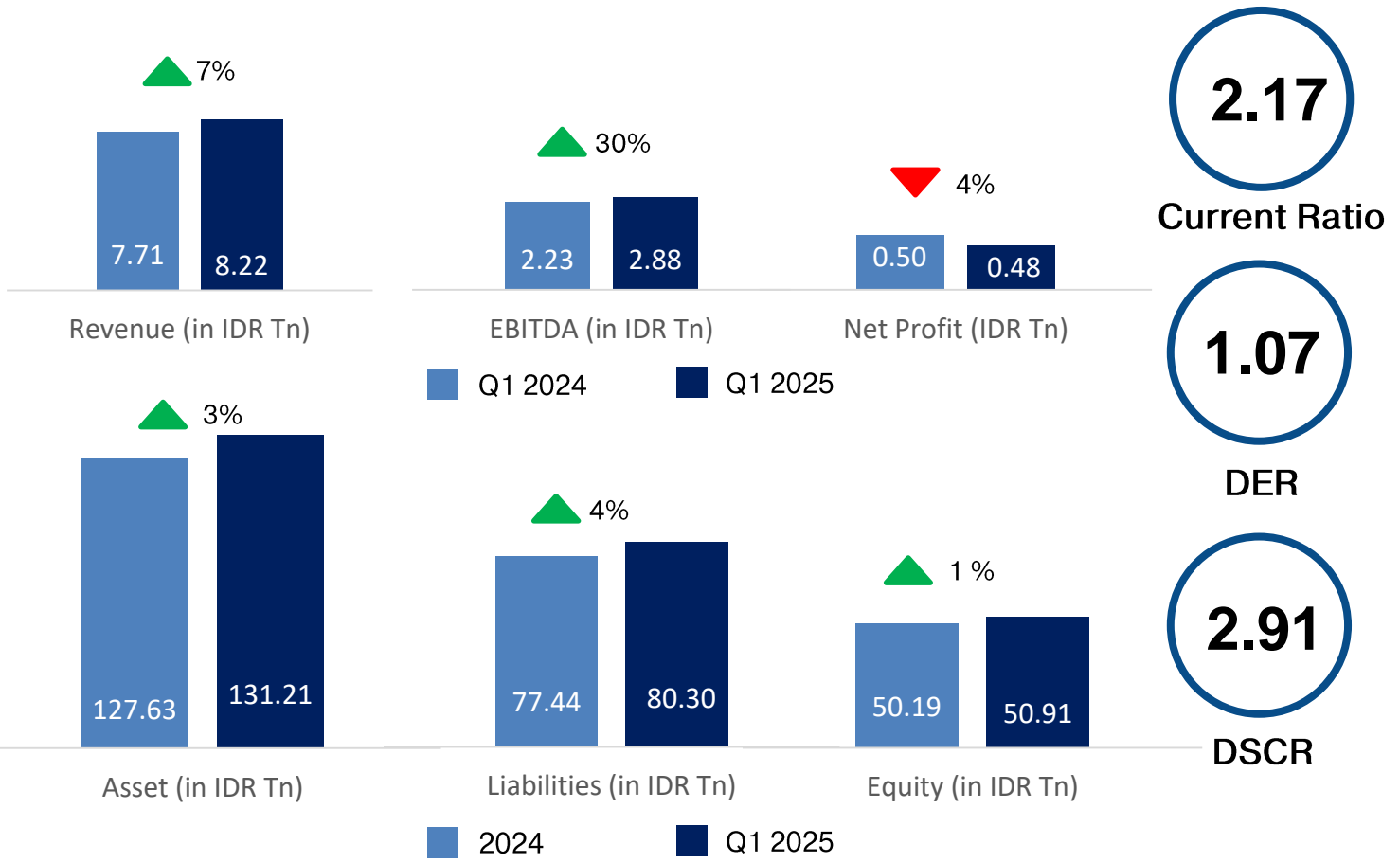
■ Q1 2024 ■ Q1 2025

According to the latest Global Trade Update by UN Trade and Development (UNCTAD), global growth is expected to slowdown in 2025 due to geoeconomic tensions and potential trade disputes. Generally, despite the global situation, Pelindo's operational performance is still maintained. However, the weakening of rupiah exchange rate has impacted Pelindo's financial performance.

Overall, traffic volume in Q1 2025 increased compared to Q1 2024 except for non-container volume. Ship calls, container volume, and passenger traffic in Q1 2025 increased by 1%, 3%, and 20%, respectively. While non-container volume decreased by 7%, mainly because 2024 recorded a high traffic volume of 9.9 million tons, a carryover effect of new partnership in 2023.



Financial Performance



Compared to Q1 2024, Pelindo’s revenue has increased by 7% to Rp 8.22 trillion due to higher traffic volume. In Q1 2025, Pelindo has reached EBITDA of Rp 2.88 trillion increased by 30% and booked a net profit of Rp 0.48 trillion decreased by 4% compared to Q1 2024 due to foreign exchange rate loss. Besides that, total asset increased by 3%, total liabilities increased by 4%, and total equities increased by 1% compared to prior year. Meanwhile, all key financial ratios as of March 2025 are well preserved.



Strategic Projects

KUALA TANJUNG PORT



The construction of Kuala Tanjung Multipurpose Terminal with capacity of 400,000 TEUS and land acquisition has been completed

Upcoming:

- Completion of work at Hub Ports and Areas

KIJING TERMINAL



The construction of Kijing Terminal Initial Phase has been completed with capacity of:

- Container: 500,000 TEUS;
- Multipurpose: 500,000 tonnes;

NEW PRIOK TERMINAL



The construction of Container Terminal 1 (Phase 1A) has been completed with capacity of 1.5 million TEUS

Upcoming:

Kalibaru Terminal Phase 1B Construction (Container Terminal 2, Product Terminal 1, and Reserved Area) with capacity of 1.5 million TEUS

TELUK LAMONG TERMINAL



The construction of Teluk Lamong Terminal has been completed with capacity of 1.25 million TEUS

ON PROGRESS
COMPLETED



Strategic Projects

MAKASSAR NEW PORT (MNP)



The construction of Makassar New Port Container Terminal has been completed with capacity of 2,400,000 TEUS

SORONG PORT



The construction of Sorong Port has been completed with capacity of 250,000 TEUS

BALI MARITIME TOURISM HUB (BMTH)



Bali Maritime Tourism Hub with area of 172 ha to support ecosystem development of Sports Club, Yacht Club, Fish Market, Industrial & Logistic Area, and LNG Terminal

Upcoming:

- Selection of partner to operate the first area of development

LABUAN BAJO MULTIPURPOSE TERMINAL

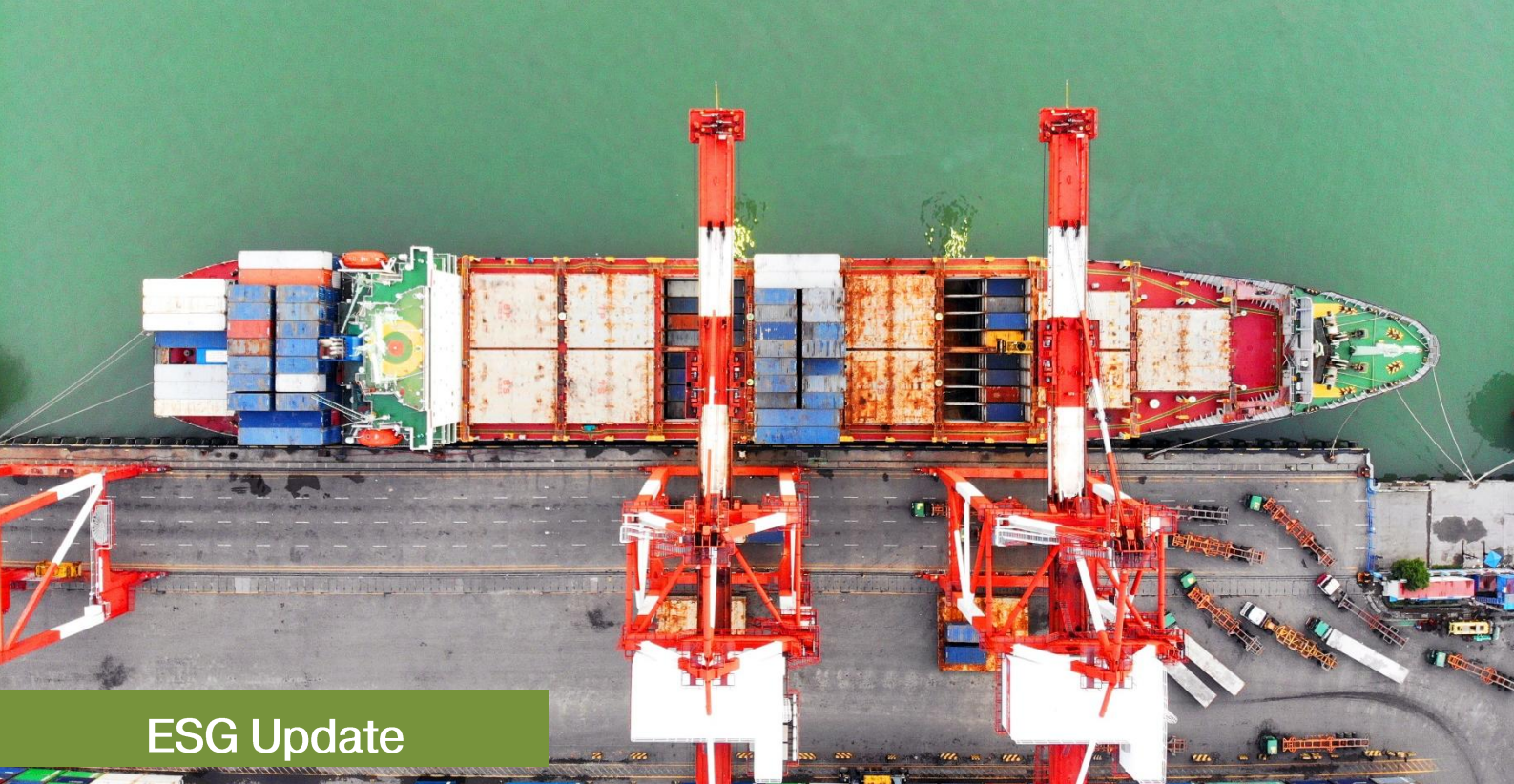


The construction of Labuan Bajo Multipurpose Terminal has been completed with capacity of 100,000 TEUS supported by 2 ha container yard



ON PROGRESS

COMPLETED



ESG Update

ESG Initiatives up to Q1 2025

ESG SCORE

Sustainalytics : 13.2%

ENVIRONMENT PROGRAM

(accumulated progress since 2021 up to Q1 2025)



Reforestation in Port Area

921 Ha of Mangrove Plantations



Waste Management

- Waste Water Treatment facilities in 32 branches of 71
- Reception Facilities/Hazardous and Toxic Waste Temporary Storage in 67 locations



Equipment Electrification

Electrification of 245 port equipment units



Shore Connection

60 Points of On-Shore Power Supply installed



Renewable Energy Sources

5 Points of Solar Panel Plant (763 kWp) installed

SOCIAL PROGRAM

- Community Development Program focusing on mangrove planting and empowerment program, education support program for communities, and business training for SMEs
- Training programs for employees

GOVERNANCE PROGRAM

- Code of Conduct business Ethic Policy
- CSR Roadmap and Framework
- ISO series Compliance (ISO of Quality, Environmental, Health and Safety, and Anti-Bribery Management System)
- Cyber Security (Assesment and Operational Personnel Certification)

Q1-2025

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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.



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 Pelindo

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