



PT PELABUHAN INDONESIA (PERSERO)

INVESTOR MEMO Q3 2023





Preserving Growth Stability in the midst of Global Instability

Despite the unstable global economy in 2023, Pelindo's operational performance and *top line* has shown growth in the current quarter compared to the previous period (yoy).

CORPORATE FINANCE AND INVESTOR RELATIONS

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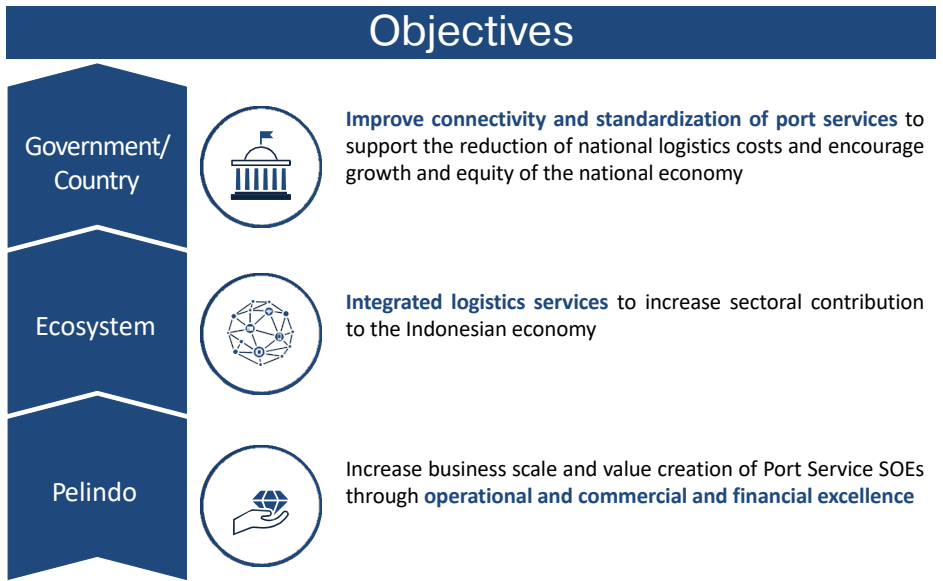
SOCIAL MEDIA

 @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**



Strategic Pillars	World-class port transformation 	Strengthening the logistics ecosystem 	Maritime supply chain efficiency 	Increased company value
	<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 	<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 	<ul style="list-style-type: none"> • Expand the national port network • Integrate Port Network, Transportation mode and supporting areas (i.e. Industrial/logistics areas) 	<ul style="list-style-type: none"> • Strengthen the company's financial structure • Optimal asset management • Vertical & horizontal business development

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





Q3 2023 Highlights

2023-2024

Business Expansion & Partnerships

- Business Development through Strategic Partnership
- Collaboration with domestic and global shipping line to increase sea connectivity
- Development of logistics connectivity and ecosystem through the cooperation of logistics industry players



Highlights of Q3 2023

- ✓ Go live **Phinnisi**, integrated marine operation system at 24 Ports
- ✓ Launching of **PTOS-M** (Pelindo Terminal Operating System Multipurpose) by Minister of Transportation
- ✓ Signing of Addendum to Concession Agreement for Existing Ports between the Ministry of Transportation and Pelindo
- ✓ Signing of Memorandum of Understanding for Develop Jakarta Integrated Green Terminal to Increase National Energy Security between Pelindo and Pertamina International Shipping





Pelindo Bonds and Ratings

GLOBAL BONDS

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

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

PLBIIJ 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%

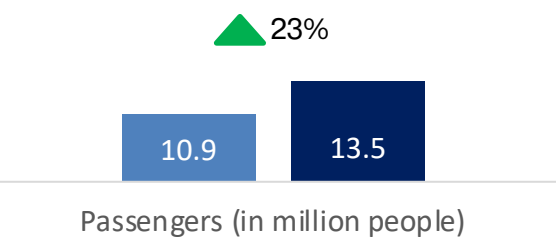
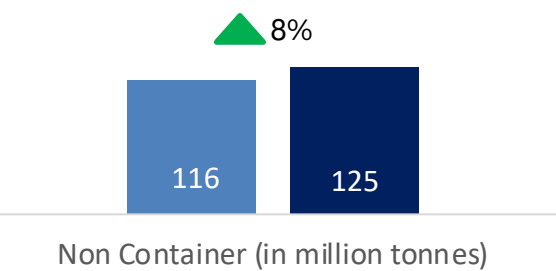
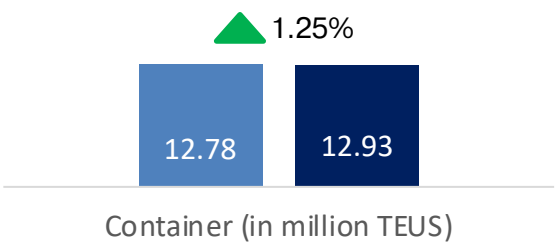
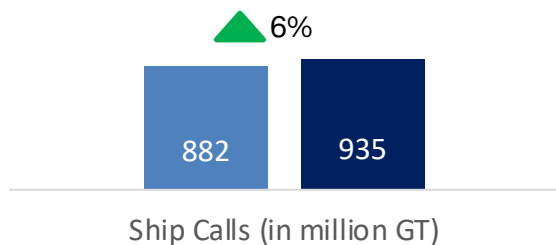
PIKI01C
OBLIGASI I PELINDO IV TAHUN 2018 SERI C
Maturity Date : July 4th 2028
Amount : IDR 800 Billion
Coupon : 9.350%

Q3 2023 CORPORATE RATINGS

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



Operational Performance

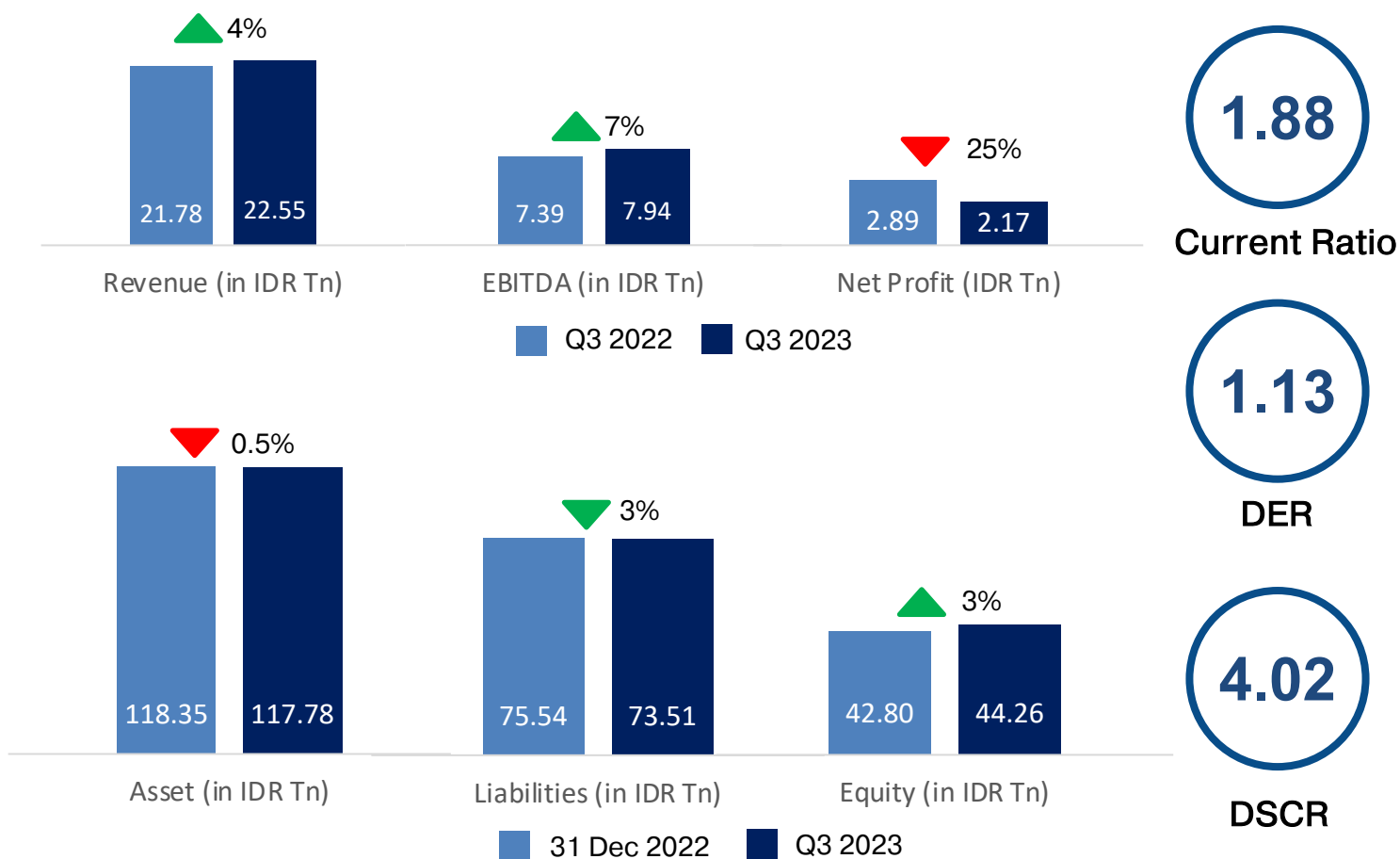


■ Q3 2022 ■ Q3 2023

UNCTAD has estimated that the overall outlook for global trade in the second half of 2023 is pessimistic. Meanwhile, according to Bank of Indonesia, domestic economic growth remains stable as consumption in the services sector increase and consumer confidence remains high in Indonesia which has an impact on Pelindo's traffic.

Overall, traffic volume in Q3 2023 has increased compared to Q3 2022. Ship calls, container volumes, non-container volumes, and passengers traffic in Q3 2022 has increased by 6%, 1.25%, 8%, and 23%, respectively.

Financial Performance



Compared to the last year, Pelindo's revenue has increased by 4% amounting Rp 22.55 trillion. In the third quarter of 2023, Pelindo has reached EBITDA of Rp 7.94 trillion increased by 7% and booked a net profit of Rp 2.17 trillion decreased by 25% compared to the third quarter of 2022. The declining of net profit in the third quarter of 2023 is due to depreciation and interest expenses on several investment projects that have been completed and no longer capitalized. In terms of Pelindo's balance sheet, total asset decreased by 0.5% due to strategic initiative for debt repayment, total liabilities decreased by 3%, and total equities increased by 3%. Meanwhile, all key financial ratios as of 30 September 2023 are well 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
 - ✓ 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:

- Completed: Procurement of 2 Unit Container Crane Panamax Refurbishment
- Procurement process for Construction of Container Yard

Upcoming:

Construction of Container Yard

SORONG PORT



BALI MARITIME TOURISM HUB (BMTH)



Area: 172,14 hectare

Current Progress:

- Completed:
 - ✓ Basic infrastructure and supporting facilities
 - ✓ Construction of Revetment & Retaining Wall on Dumping Area I, Cruise Berth Extension,
- On Going : Construction of Revetment & Retaining Wall on Dumping Area II, 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

Q3 2023

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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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