



PT PELABUHAN INDONESIA (PERSERO)

INVESTOR MEMO Q3 2024

“Strengthening Performance as Global Trade Recovers”





According to World Trade Organization, global goods trade is projected to increase despite the downside risks from geopolitical tensions.

In Q3 2024, Pelindo has successfully increased its operational performance and net profit compared to last year.

CORPORATE FINANCE AND INVESTOR RELATIONS

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SOCIAL MEDIA

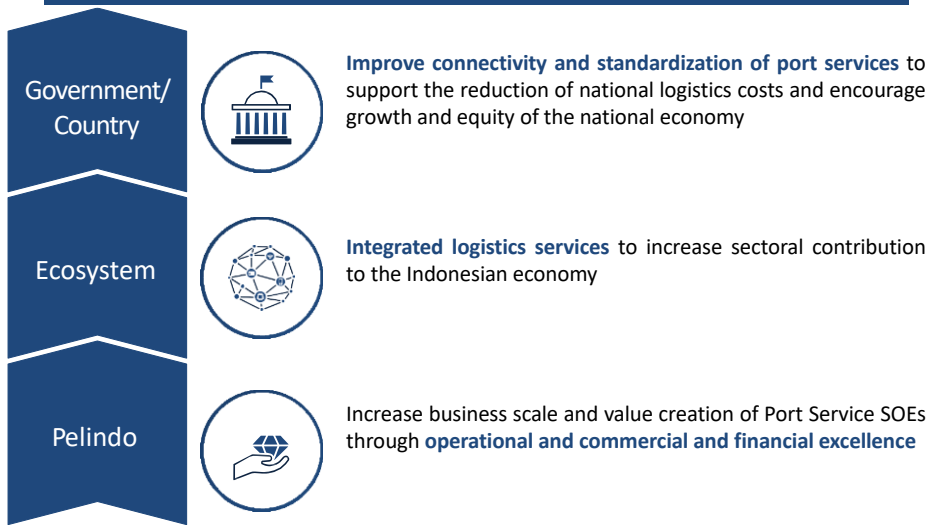
 @pelindo
 BUMN Pelabuhan Indonesia
 @indonesiaport
 Pelindo



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

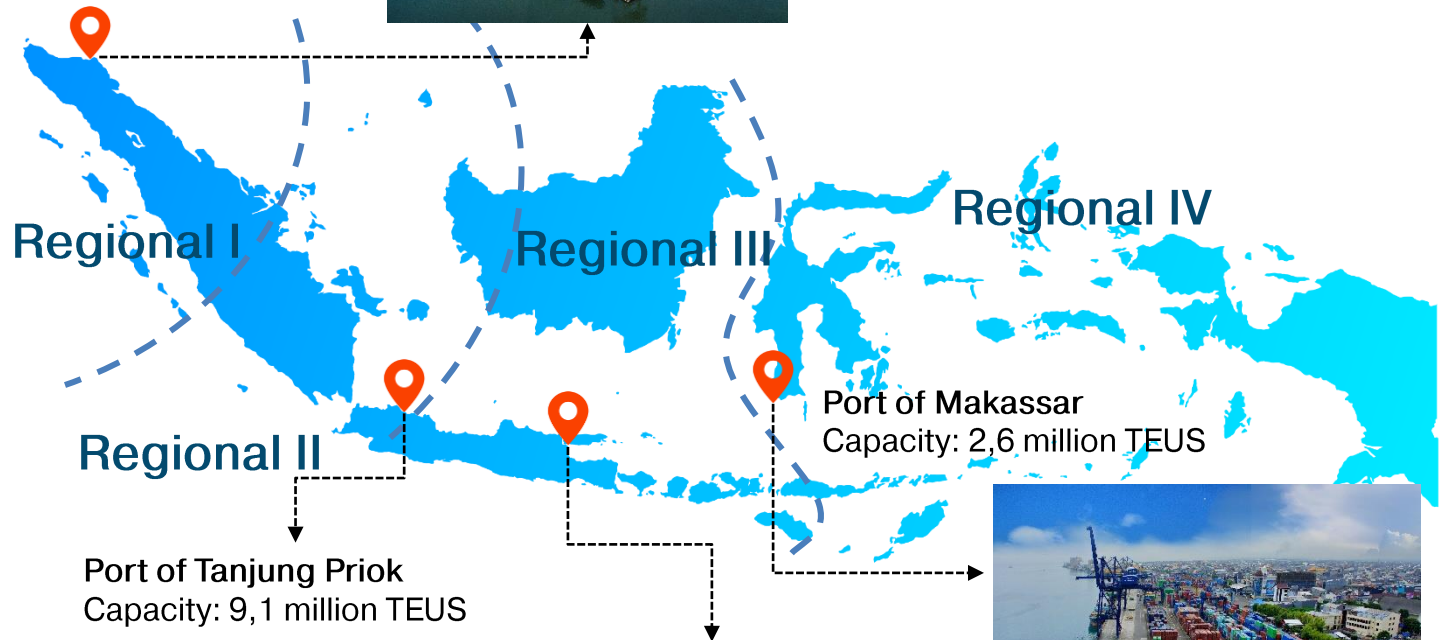
Strategic Pillars	<p>World-class port transformation</p> <p></p> <ul style="list-style-type: none"> Improve port operational quality standards by utilizing digital technology Improve quality of customer-based service (cust. centric) Develop sustainable ports Preparing regional expansion 	<p>Strengthening the logistics ecosystem</p> <p></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> <p></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> <p></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	<p></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
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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



Q3 2024 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 2024



January 15th, 2024
Signing agreement of operatorship for Belawan New Container Terminal (BNCT) between Pelindo, INA, and DP World



February 22nd, 2024
Inauguration of Makassar New Port as the Largest Hub Port in Eastern Indonesia



May 18nd, 2024
Signing of cooperation with PT Pindad International Logistic for land utilization dedicated for fish distribution at Biak Port



May 22nd, 2024
The Chinese Consul General visited JIPE as an appreciation of the investment potential and bilateral collaboration between Indonesia - Tiongkok



June, 2024
Pelindo was awarded 157th place in the Fortune 500 Southeast Asia. This has positioned Pelindo at 5th place in Southeast Asia's shipping industry, 11th place among State-Owned Enterprises, and 25th place among 110 Indonesian companies.



July 8th, 2024
Pelindo expands the implementation of auto-gates in 29 Ports by 2024.



July 23th, 2024
KEK JIPE Gresik received the Best Industrial Special Economic Zone award from the Coordinating Ministry for Economics Affairs of the Republic of Indonesia.



August 20th, 2024
Signing cooperation with Samudra Indonesia Group for land utilization for dedicated docking in Tanjung Emas



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

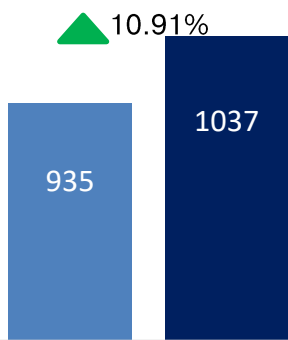
OBLIGASI I PELINDO IV TAHUN 2018 SERI C
Maturity Date : July 4th 2028
Amount : IDR 800 Billion
Coupon : 9.350%

CORPORATE RATINGS 2024

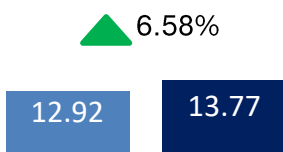
Moody's : Baa2 (Stable Outlook)
Fitch : BBB (Stable Outlook)
PEFINDO : AAA (Stable Outlook)



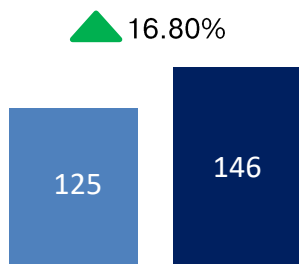
Operational Performance



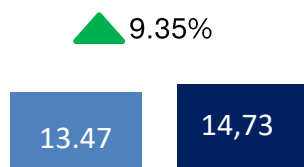
Ship Calls (in Million GT)



Container (in Million TEUS)



Non Container (in million tonnes)



Passengers (in million people)

■ Q3 2023 ■ Q3 2024

According to the latest World Trade Organization (WTO) Goods Trade Barometer report, global trade continued its recovery in the Q3 2024. This marks a rebound from the sluggish performance seen in 2023.

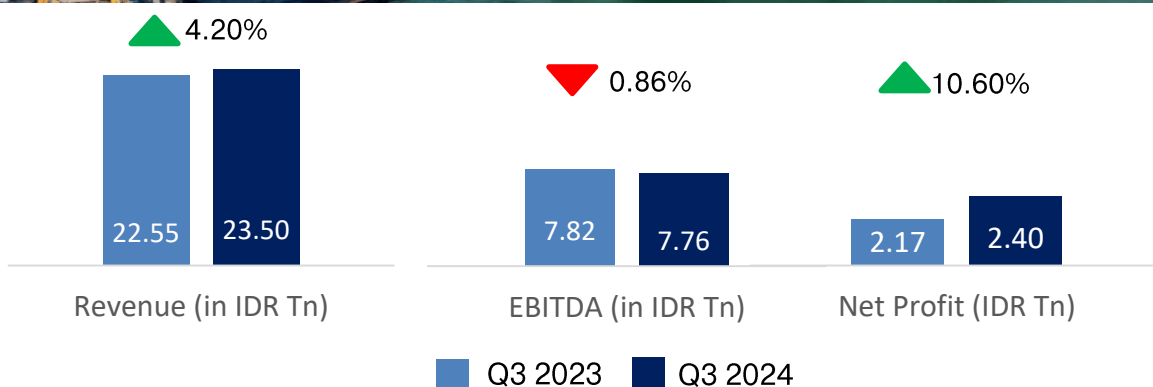
Overall, traffic volume in Q3 2024 has increased compared to Q3 2023. Ship calls, container volumes, non-container volumes, and passenger traffic in Q3 2024 has increased by 10.91%, 6.58%, 16.80%, 9.35%, respectively.

Higher traffic volume in Q3 2024 compared to Q3 2023 is caused by the growth of intra-Asian trade which has an impact on traffic in Tanjung Perak, Tanjung Priok and Semarang.

While the recovery in global trade is promising, WTO warned that geopolitical tensions, regional conflicts, and shifting monetary policies pose risks to the outlook.



Financial Performance



1.86

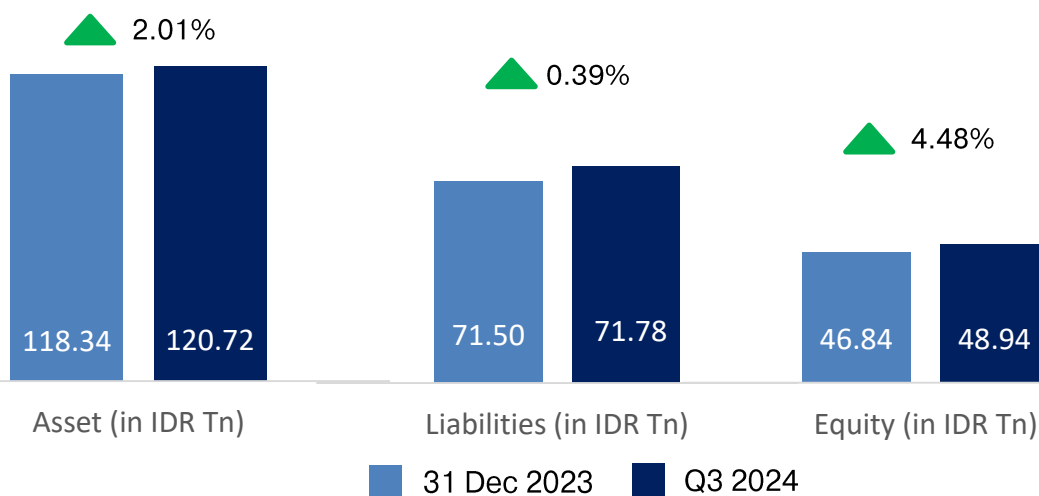
Current Ratio

0.95

DER

3.43

DSCR



Compared to Q3 2023, Pelindo's revenue has increased by 4.20% to Rp 23.50 trillion due to higher traffic volume. In the third quarter of 2024, Pelindo has reached EBITDA of Rp 7.76 trillion decreased by 0.86% and booked a net profit of Rp 2.40 trillion increased by 10.60% compared to Q3 2023. Besides that, total asset increased by 2.01%, total liabilities increased by 0.39%, and total equities increased by 4.48% compared to prior year. Meanwhile, all key financial ratios as of 30 September 2024 are well preserved.



Strategic Projects

KUALA TANJUNG PORT



The construction of Kuala Tanjung Multipurpose Terminal with capacity of 600,000 TEUS and land acquisition has been completed

Upcoming:

- Construction of Industrial Zone

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

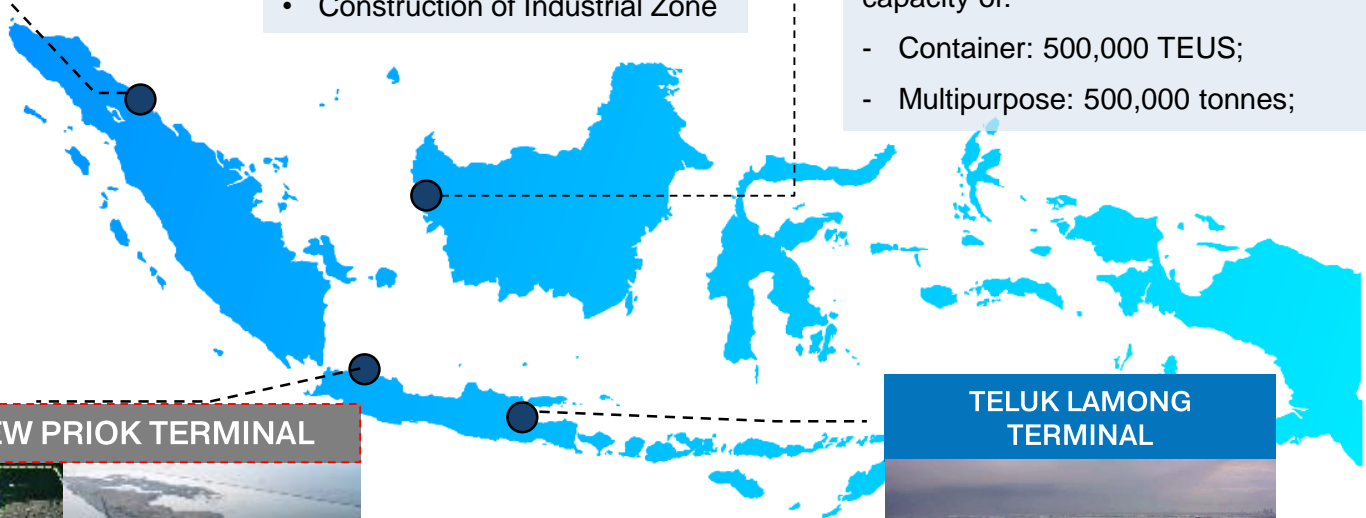
Upcoming:

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 Phase I has been completed with capacity of 2,500,000 TEUS

SORONG PORT



Currently, Sorong Port has container yard (CY) capacity of 88,000 TEUS and on going process to improve CY capacity to be 250,000 TEUS

Upcoming:

- Improvement CY

BALI MARITIME TOURISM HUB (BMTH)



Bali Maritime Tourism Hub with area of 172 ha is expected to complete by 2024 to support ecosystem development of Sports Club, Yacht Club, Fish Market, Industrial & Logistic Area, and LNG Terminal

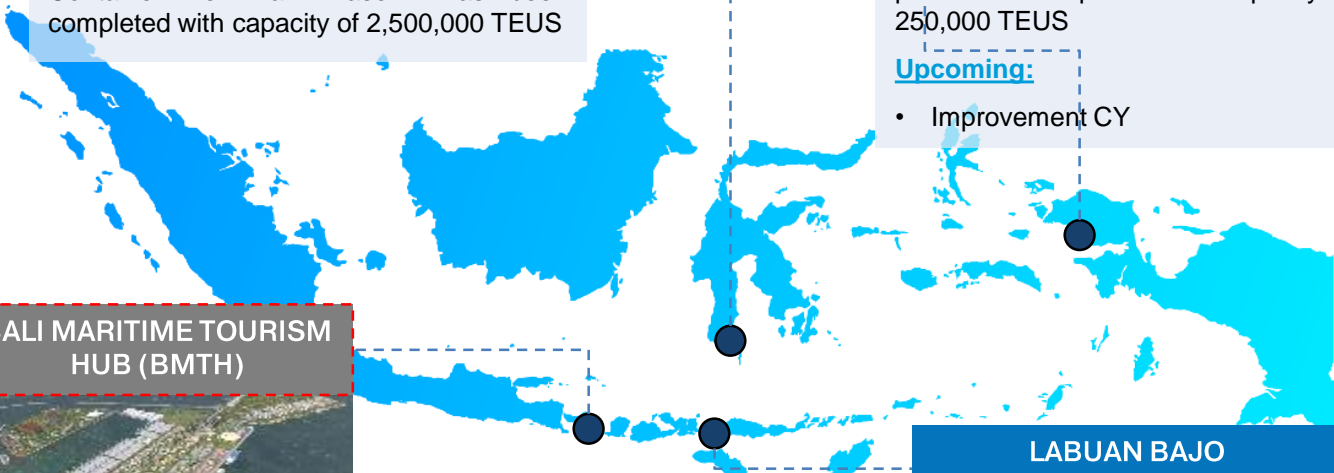
Upcoming:

- 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 Q3 2024

Pelindo, as one of the largest port operators, has undertaken ESG initiatives until Q3 2024

ENVIRONMENT PROGRAM



Reforestation in Port Area

295 Ha of Mangrove Plantations



Equipment Electrification

Electrification of 236 port equipment units



Waste Management

- Waste Water Treatment facilities in 32 branches of 71
- Reception Facilities/Hazardous and Toxic Waste Temporary Storage in 60 of 71 branches



Shore Connection

54 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)

Q3 2024

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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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