

MANAGEMENT PRESENTATION PERFORMANCE UPDATE

PT Indonesia Kendaraan Terminal Tbk
Aug, 21th 2023

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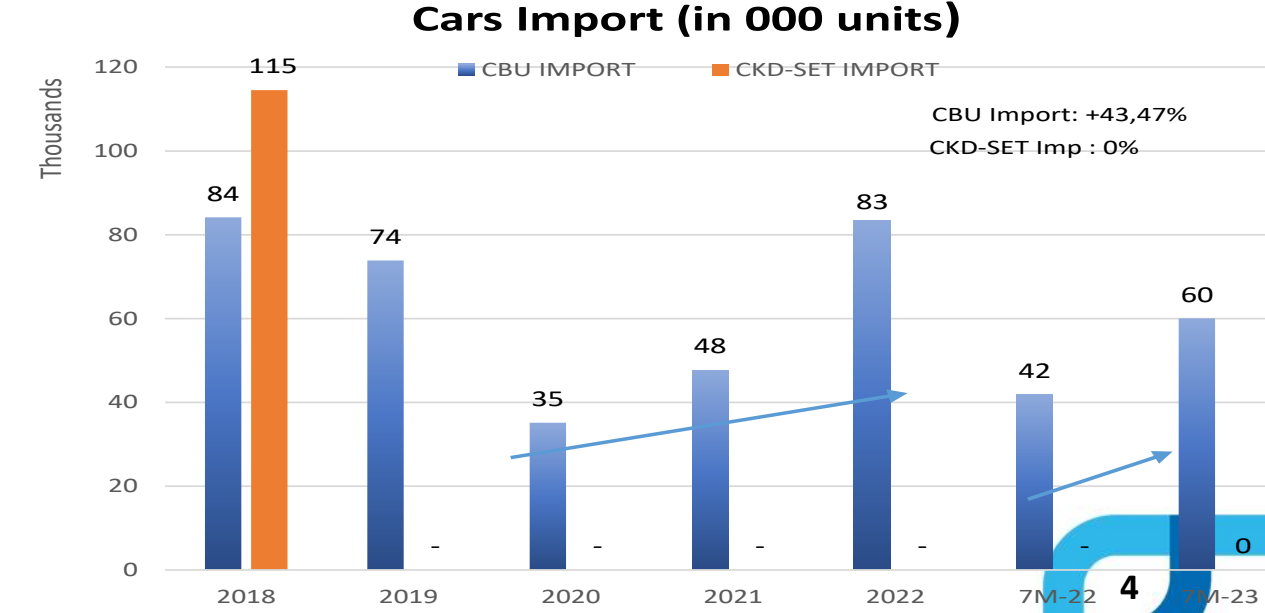
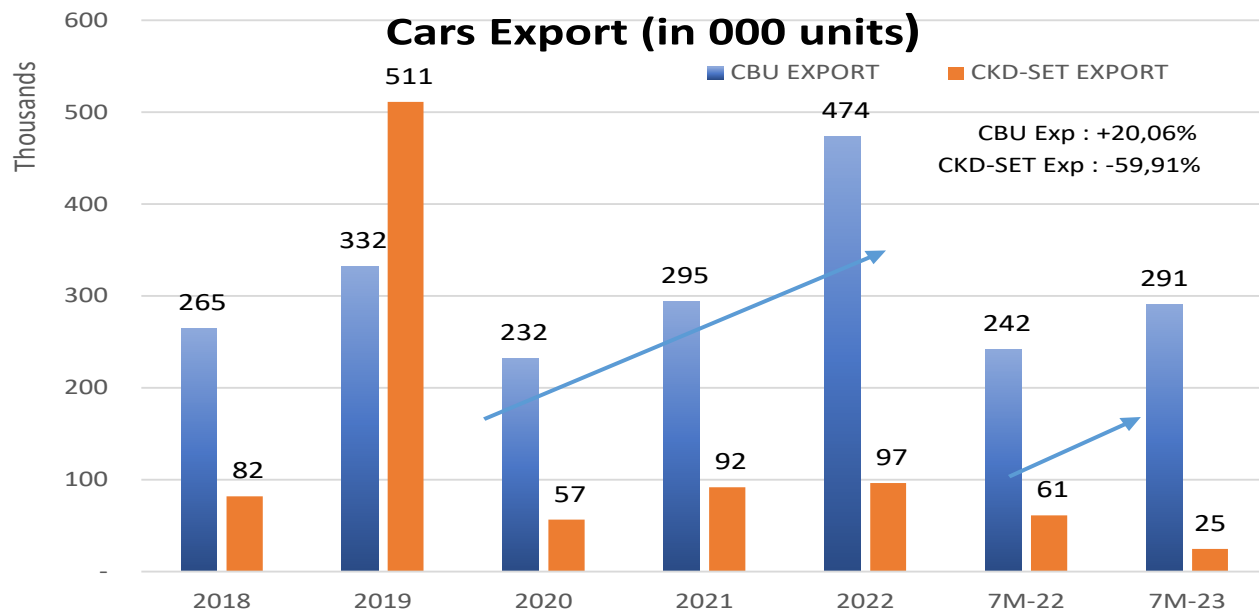
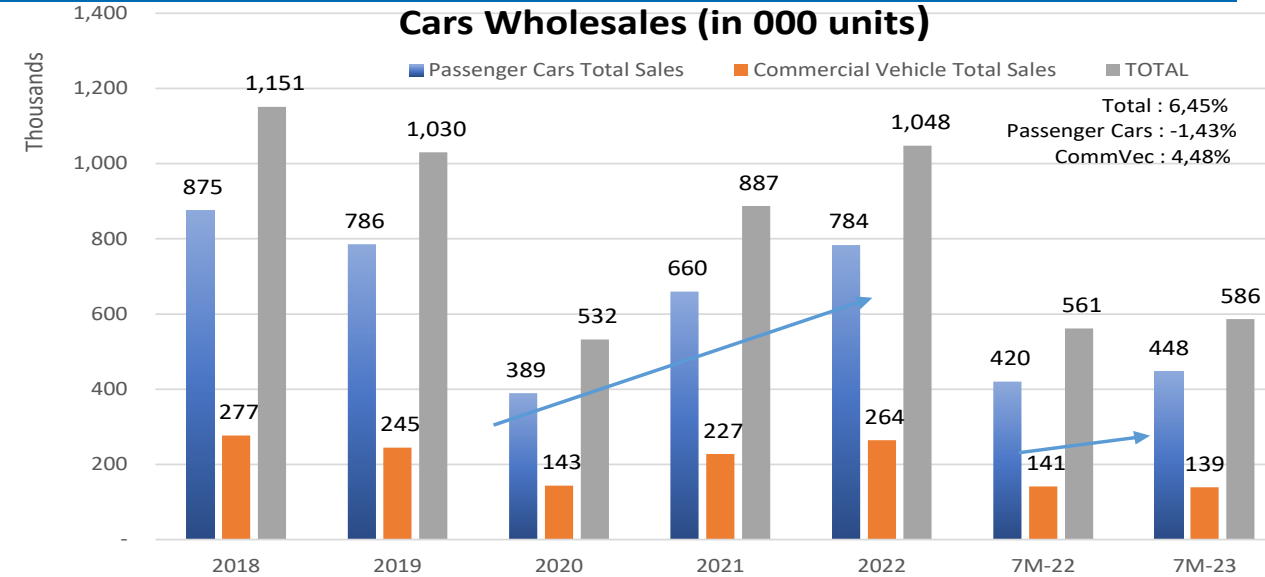
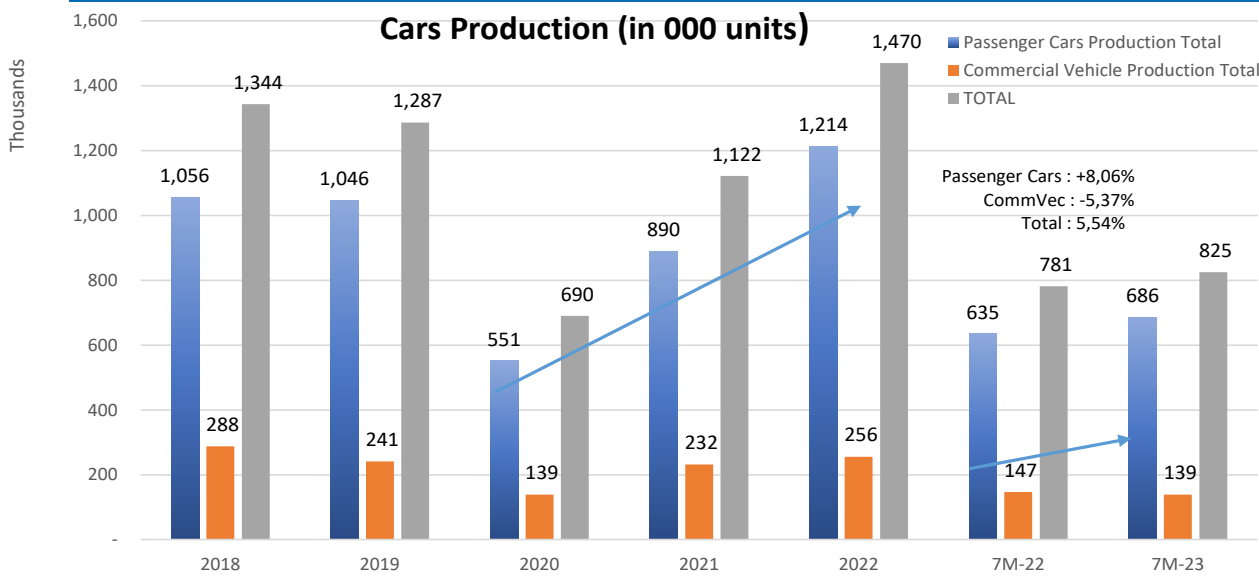


Auto Industry Performance

- Performance
- Monthly Cyclical
- Comparison GAIKINDO & IPCC

Indonesia Auto Industry*

Performance In Last 5 Years & 7M (YoY)



Auto Industry Overview Performance In Last 6 Years

PERIODE	Passenger Cars Production Total	Commercial Vehicle Production Total	Passenger Cars Total Sales	Commercial Vehicle Total Sales	CBU EXPORT	CKD-SET EXPORT	CBU IMPORT	CKD-SET IMPORT
2017	981,799	235,719	842,474	234,891	231,169	85,369	87,352	191,541
2018	1,055,774	287,940	874,660	276,631	264,553	82,028	84,148	114,514
2019	1,045,666	241,182	785,539	244,587	332,023	511,425	73,876	0
2020	551,426	138,750	389,266	143,141	232,175	56,586	35,173	0
2021	889,756	232,211	659,806	227,396	294,639	91,964	47,716	0
2022	1,214,250	255,896	783,563	264,477	473,602	96,541	83,298	0
7M-22	634,896	146,557	420,447	140,828	242,225	61,313	41,859	0
7M-23	686,092	138,685	447,584	138,817	290,822	26,475	60,056	0

Source: GAIKINDO

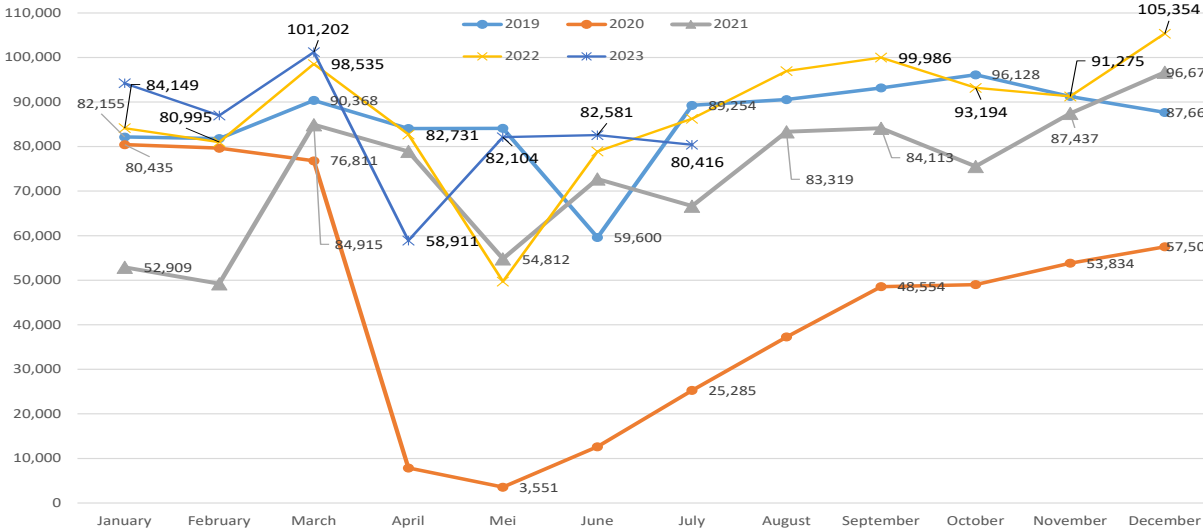
The change of Covid-19 Pandemic trend is a little bit going to decline and the Government policy related to restrictions have slackened so it's help the automotive industry to recovery and make it positive growth. We can see at the table that people's purchasing power going to lift up and help the Car Sales where along 12M-22 period looks increase. The Cars Production also have improvement through 12M-22 period.

In 7M-23 period the growth has continue going back to lifted up due to the increase of demand.

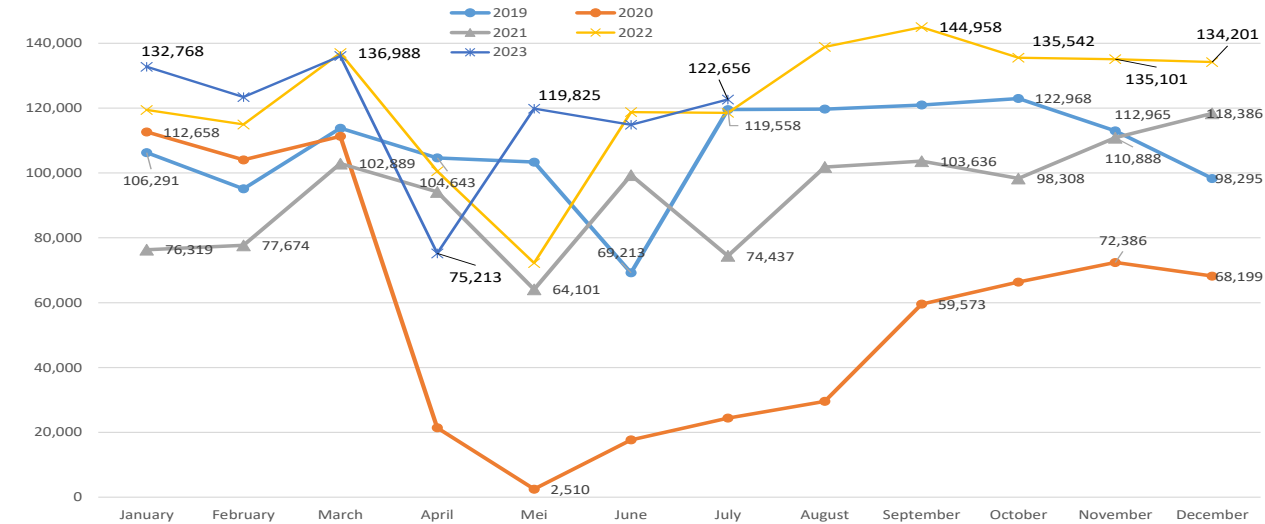
Both CBU export and import activities tend to decline along 2020 inline with Covid-19 Pandemic to Auto Industry. But, in the 2022 and continue to the 7M-23 period, the CBU export can surpass than previous year.

Monthly Cyclical Auto Industry In Last 4 Years & 7M Period

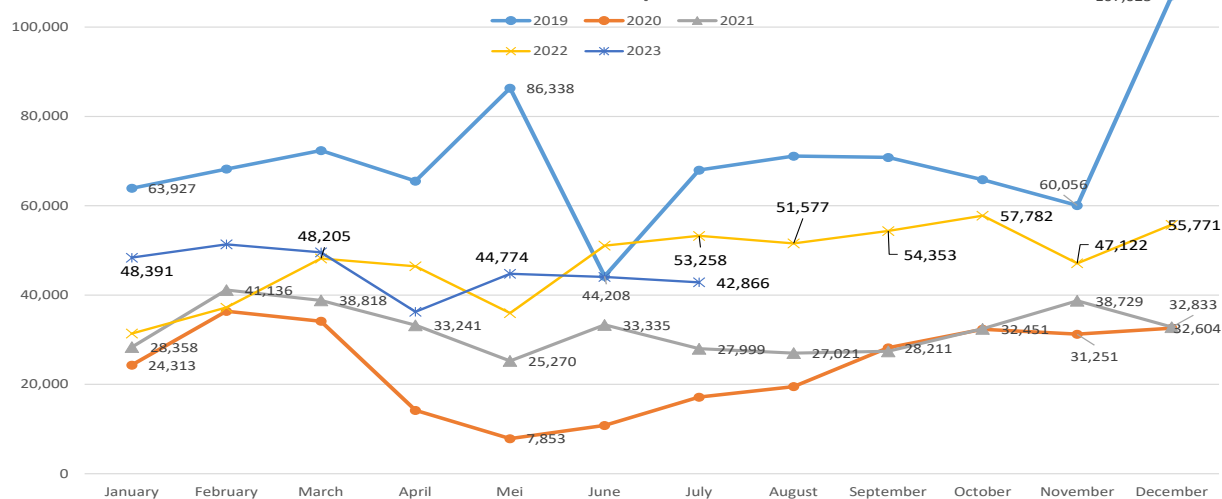
WHOLESALES 2019 - 2023



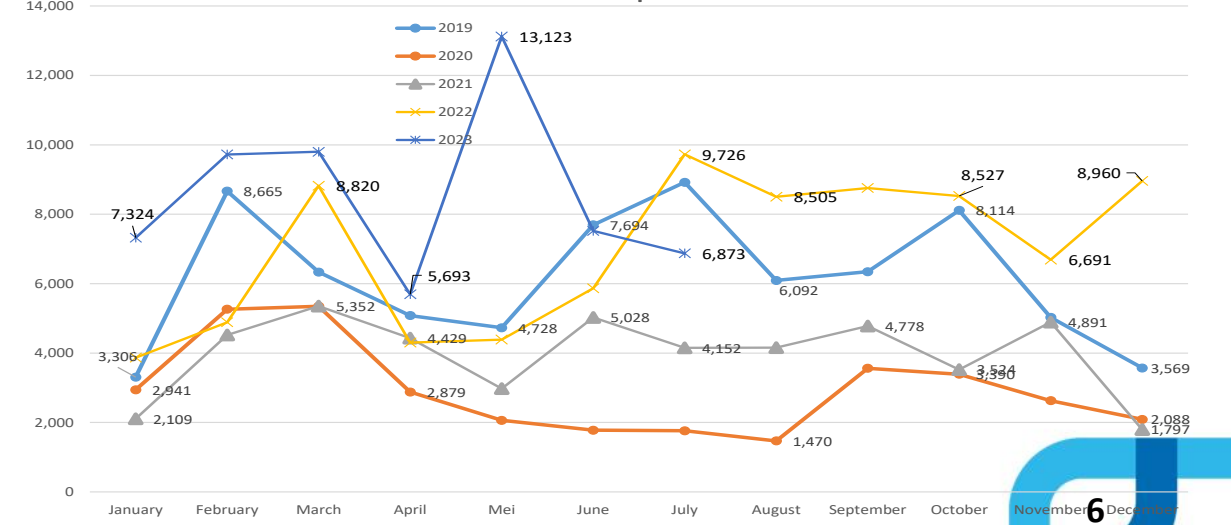
PRODUCTION 2019 - 2023



EXPORT excl. Components 2019 - 2023

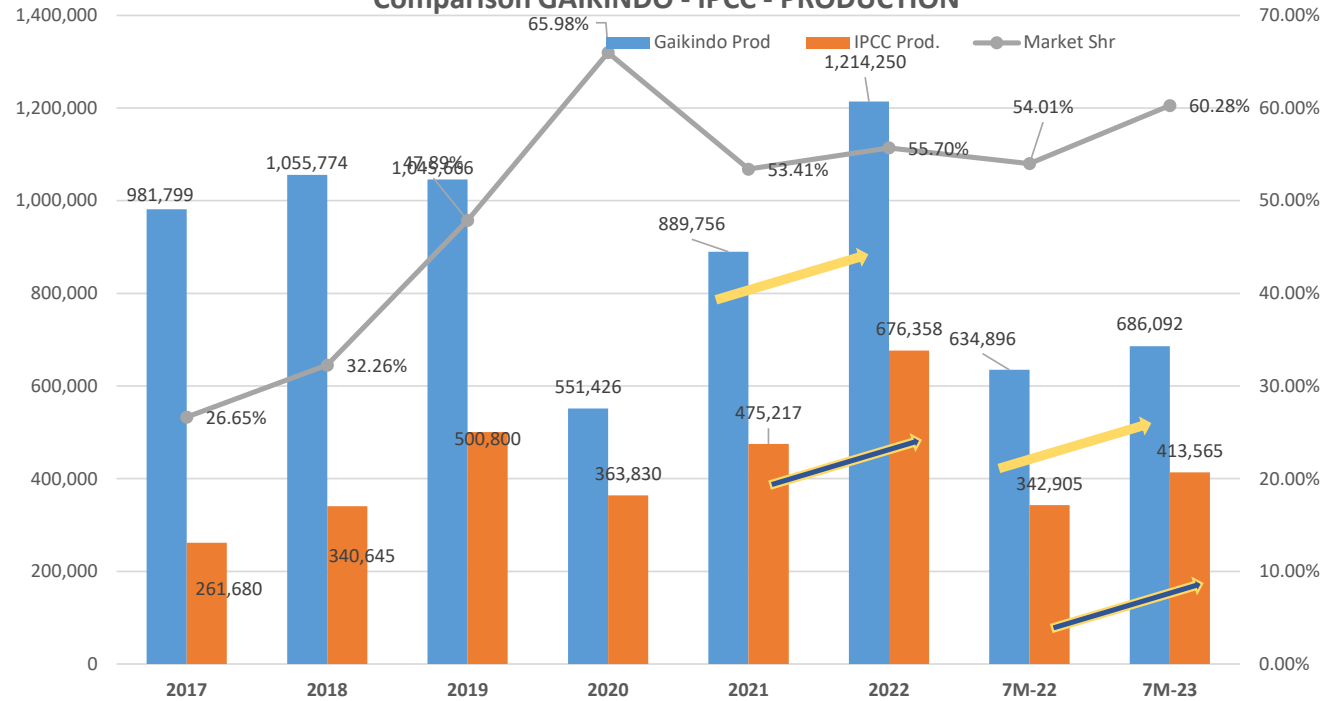


IMPORT excl. Components 2019 - 2023

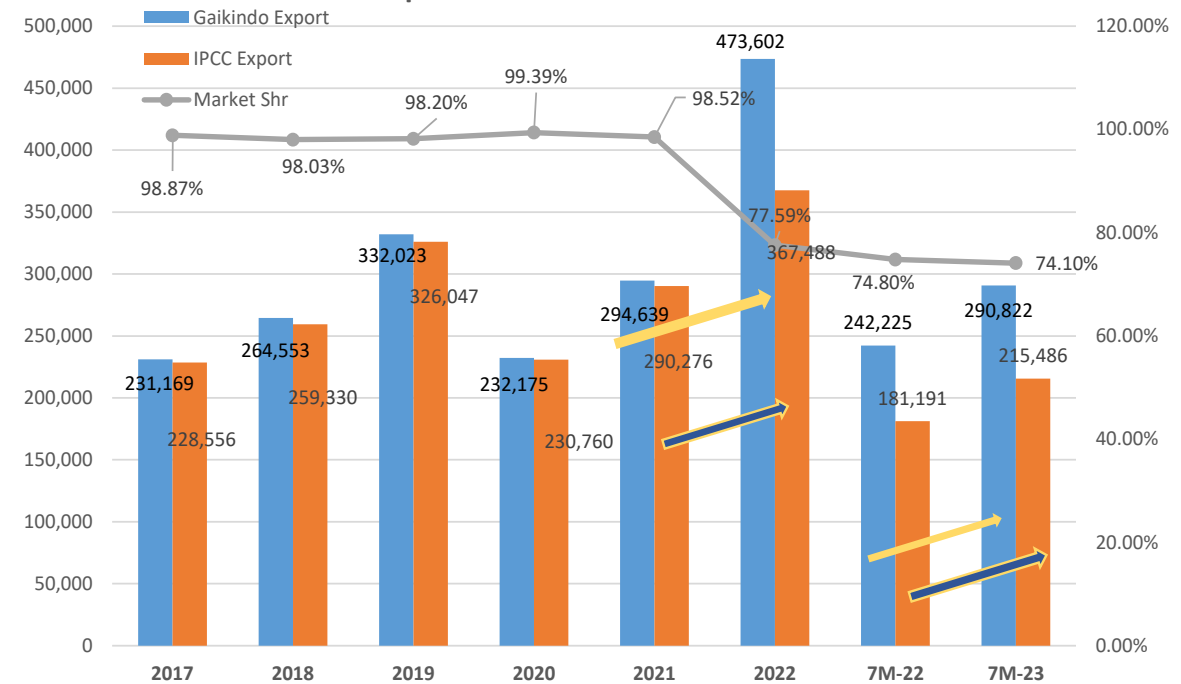


Comparison GAIKINDO & IPCC

Comparison GAIKINDO - IPCC - PRODUCTION



Comparison GAIKINDO - IPCC - EXPORT



- During the last 2 years, the growth of CBU production has continued to show good positive trend where at the end of 2022, the CBU production has jumped up at 36,47% to 1,21k from the previous year and in the 7M-23 still continue to increase where up to 20,61% from the same period in previous year. This amount equal to 55,70% of total national production in 2022 and 60,28% in 7M-23 period.
- In the last 5 years, The IPCC's Terminal has became the main choice for CBU export activities, supporting export-oriented program by the Government of Indonesia.

- While export handled by IPCC in the 2022 period has increased than 2021. If we compare to GAIKINDO data, the numbers of CBU handled by IPCC almost close to GAIKINDO data. At about 74,10% car export has loaded by IPCC in 7M-23 period. It means, that more of domestic CBU production is exported and handled through IPCC.
- The difference in data between GAIKINDO dan IPCC due to some CBUs are exported via container services or the other way such as by car carrier directly from factory.

Company Overview

- Milestone
- IPCC Shares Ownership
- Pelindo Structure
- Board of Commissioner & Board of Director
- Stock Performance
- IPO Fund Proceeds
- IPCC Line of Business

IPCC Overview

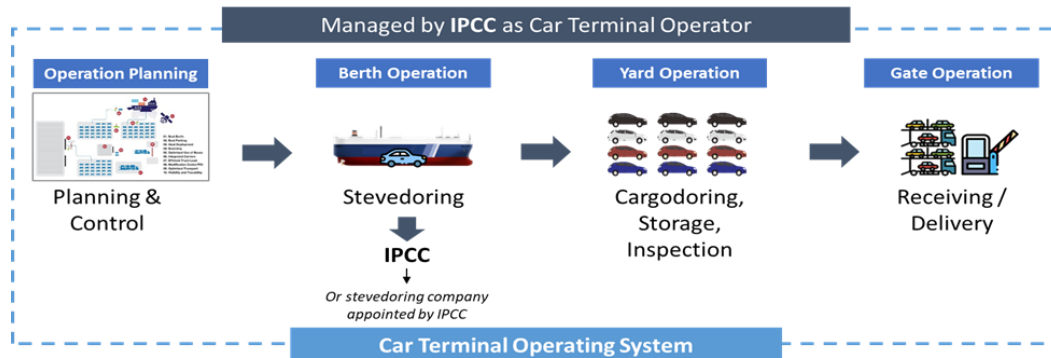
IPCC History at a glance



IPCC Business Lines

1. CAR TERMINAL OPERATOR

Car terminal development and operation



2. CAR TERMINAL HANDLING AND SUPPORTING

- Stevedoring, cargodoring (including Receiving and Delivery) for Car and Heavy Equipment.
- Vehicle Processing Service (VPC), Equipment Processing Service (EPC), Road Freight Services.

3. CAR DISTRIBUTION MANAGEMENT

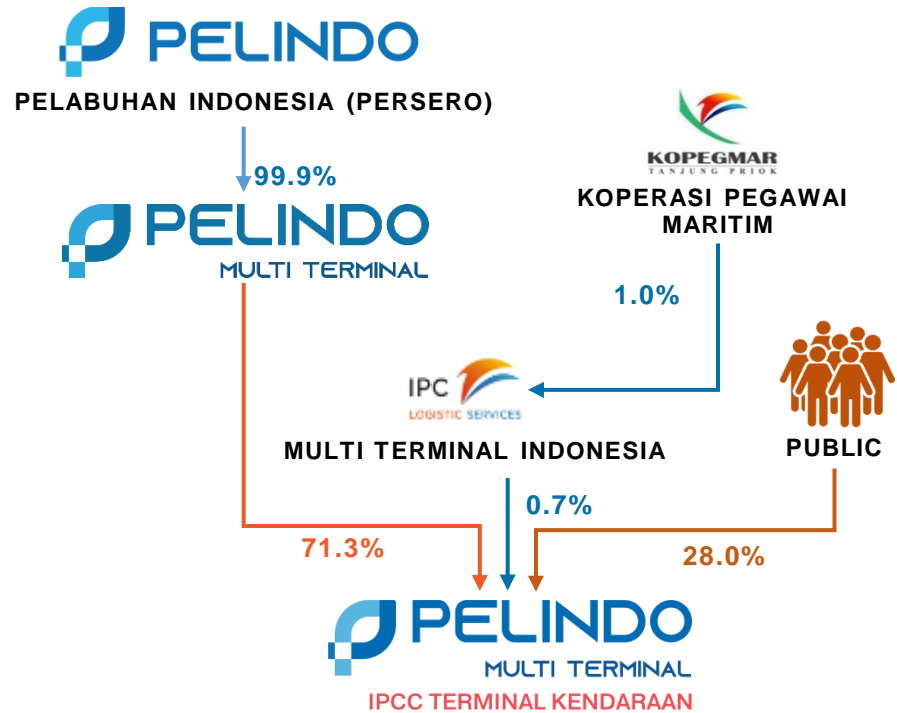
Providing integrated end-to-end service for car distribution

4. RORO Terminal Operator

Providing service for RORO and ROPAX cargo in IPCC terminals

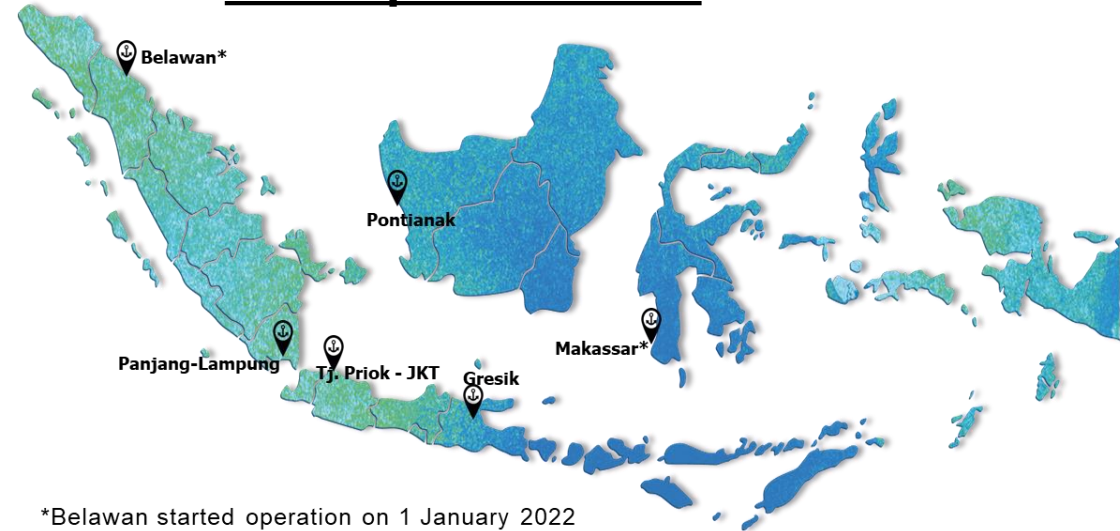
IPCC Shares Ownership

IPCC Shares Ownership



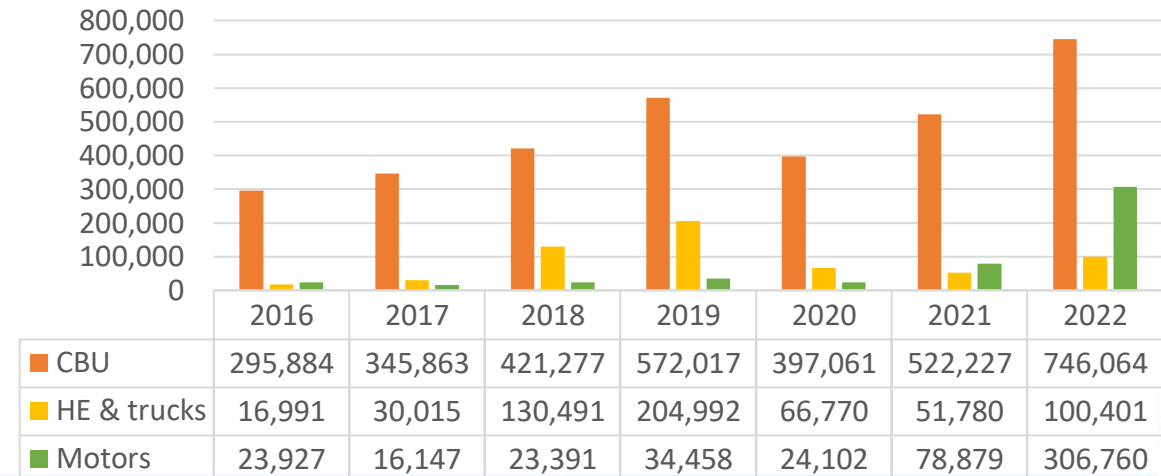
The total amount of outstanding share at
1.818.384.820 shares

IPCC Operation Area



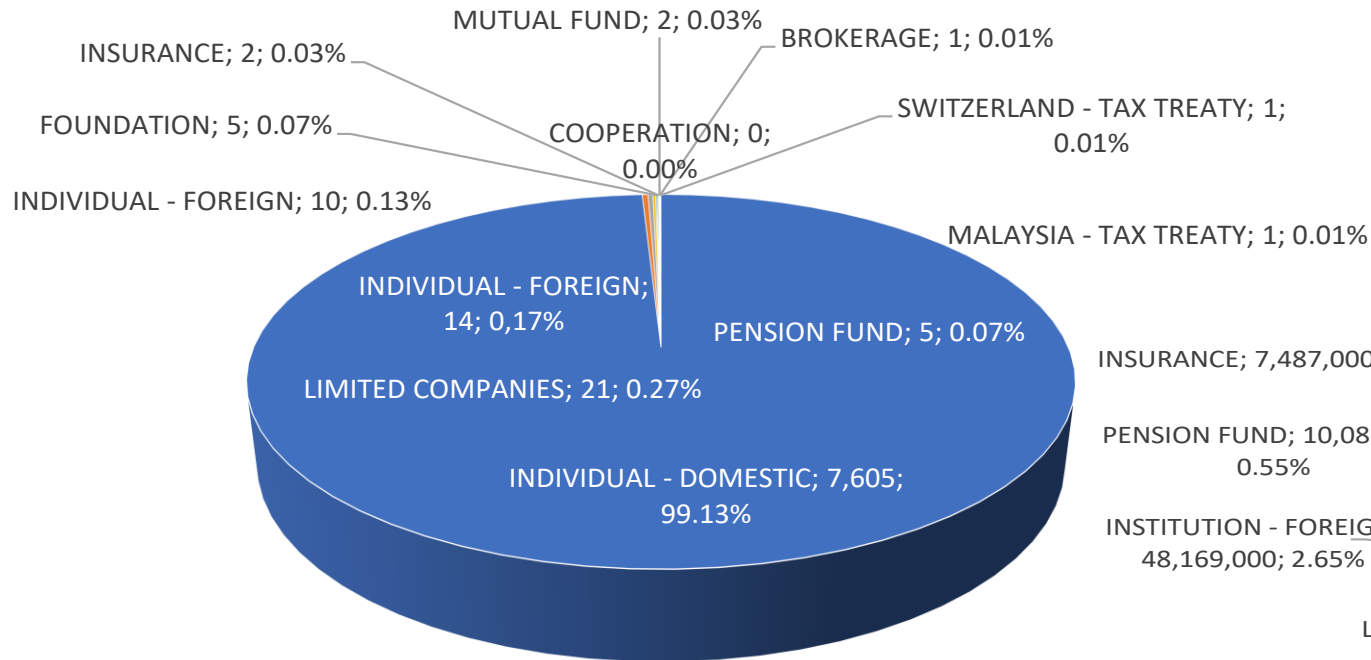
*Belawan started operation on 1 January 2022
Makassar started operation on 1 May 2022

IPCC Throughput (2016-2022)

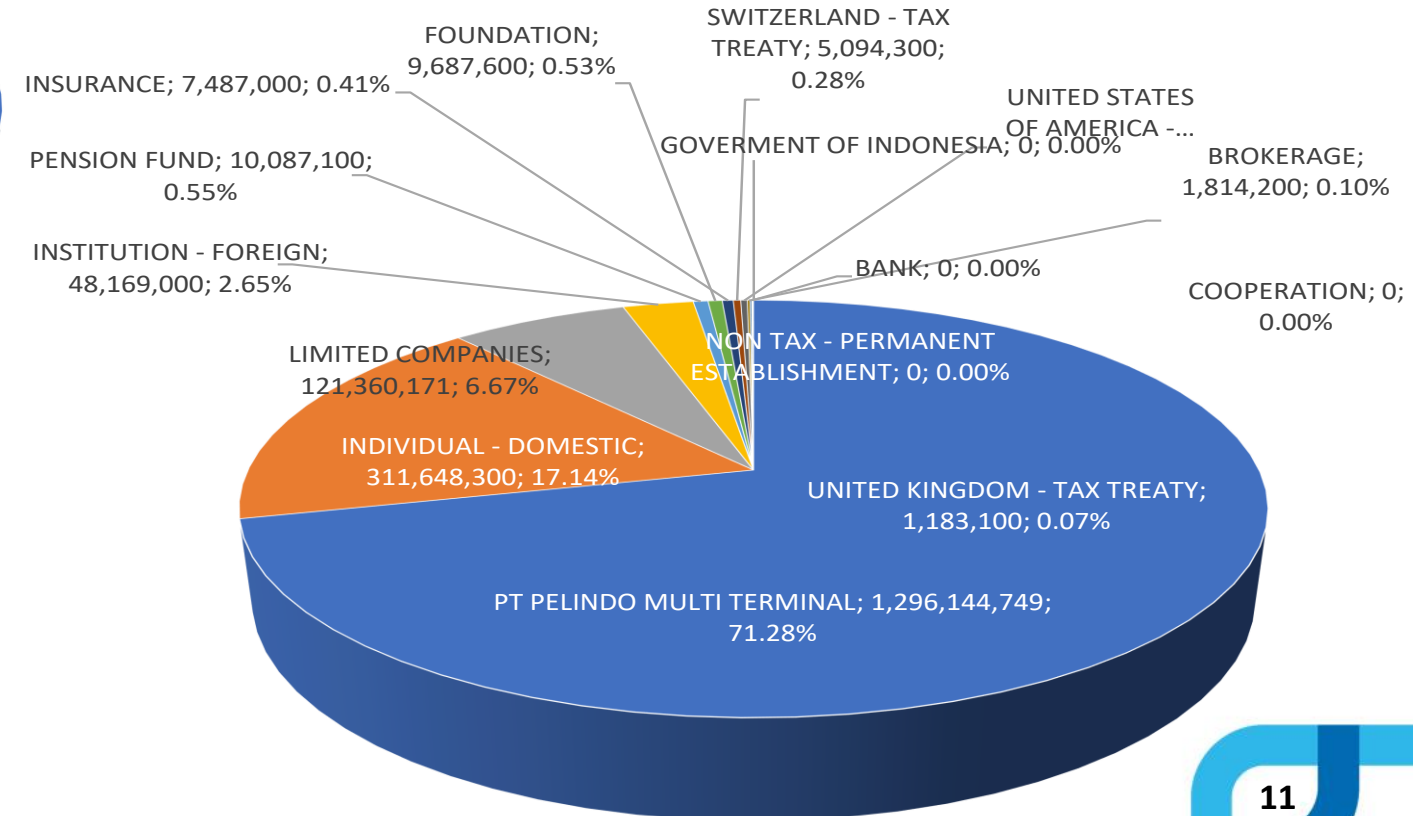


IPCC Shares Ownership

Amount Of IPCC Shareholders Jul' 2023



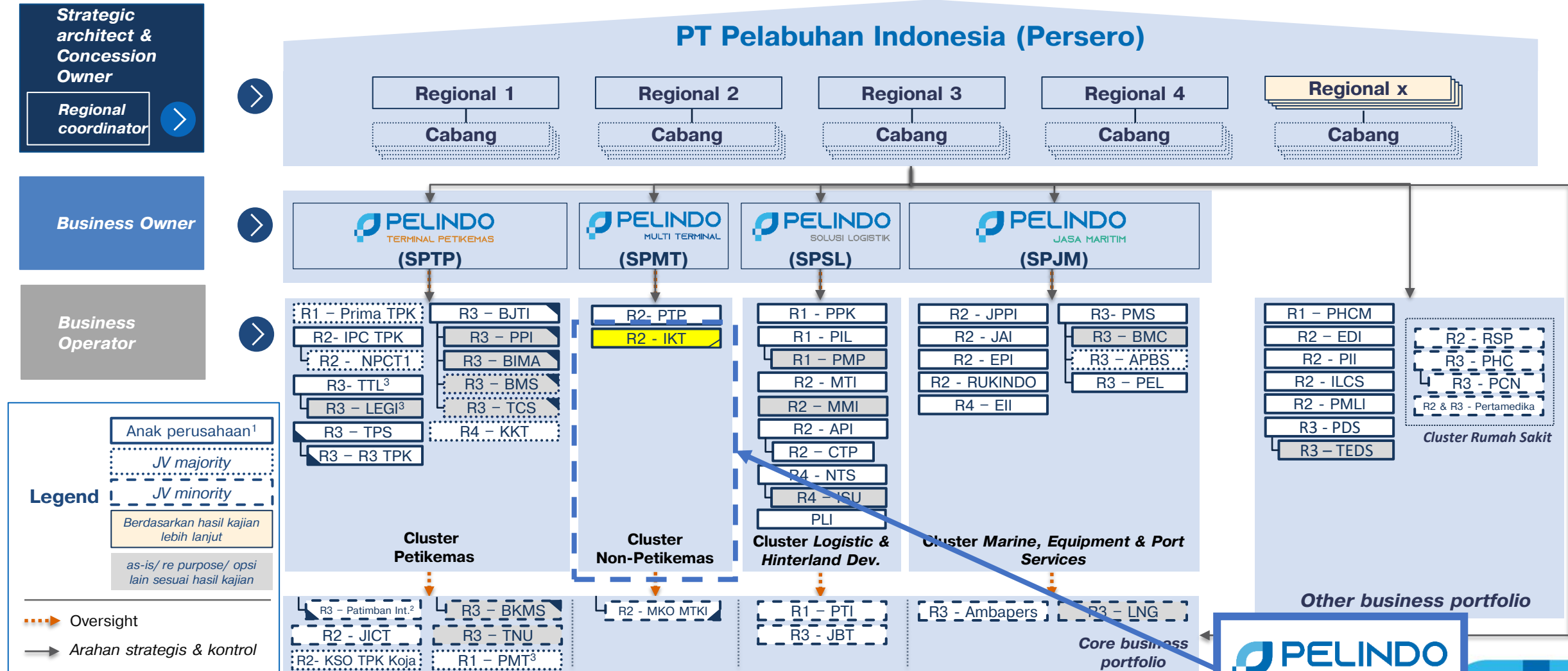
Number Of IPCC Shares Jul' 2023



IPCC Overview – Pelindo Company Structure

Since October 1st 2021, Pelindo 1, 2, 3 and 4 are merged to be PT Pelabuhan Indonesia (Persero)

Business Model



IPCC is categorized under non-container cargo service cluster, with majority shares ownership by SPMT as non-container service subholding, along with PTP for multipurpose cargo service.

Board of Commisioner & Board of Director

Based on EOGM Apr 18th 2023



Left to Right : Commisioner Abdur Rahim Hasan; **President Commisioner** Drajat Sulisty; **Commisioner** L.M Arya Bima Yudiantara



Left to Right : President Director & Act. Director of Commercial & Business Development : Sugeng Mulyadi; Director of Operation & Technical & Act. Director of Finance & Human Capital : Bagus Dwipoyono

IPCC Characteristics and Focus

IPCC main characteristics to achieve the GOALS i.e :



Competitive: Better than others



Agile : Dynamic and improving



Reputable : positive recognition

Three things as Main Focus in our company:



Driving Superior Performance



Partnering in Business Development

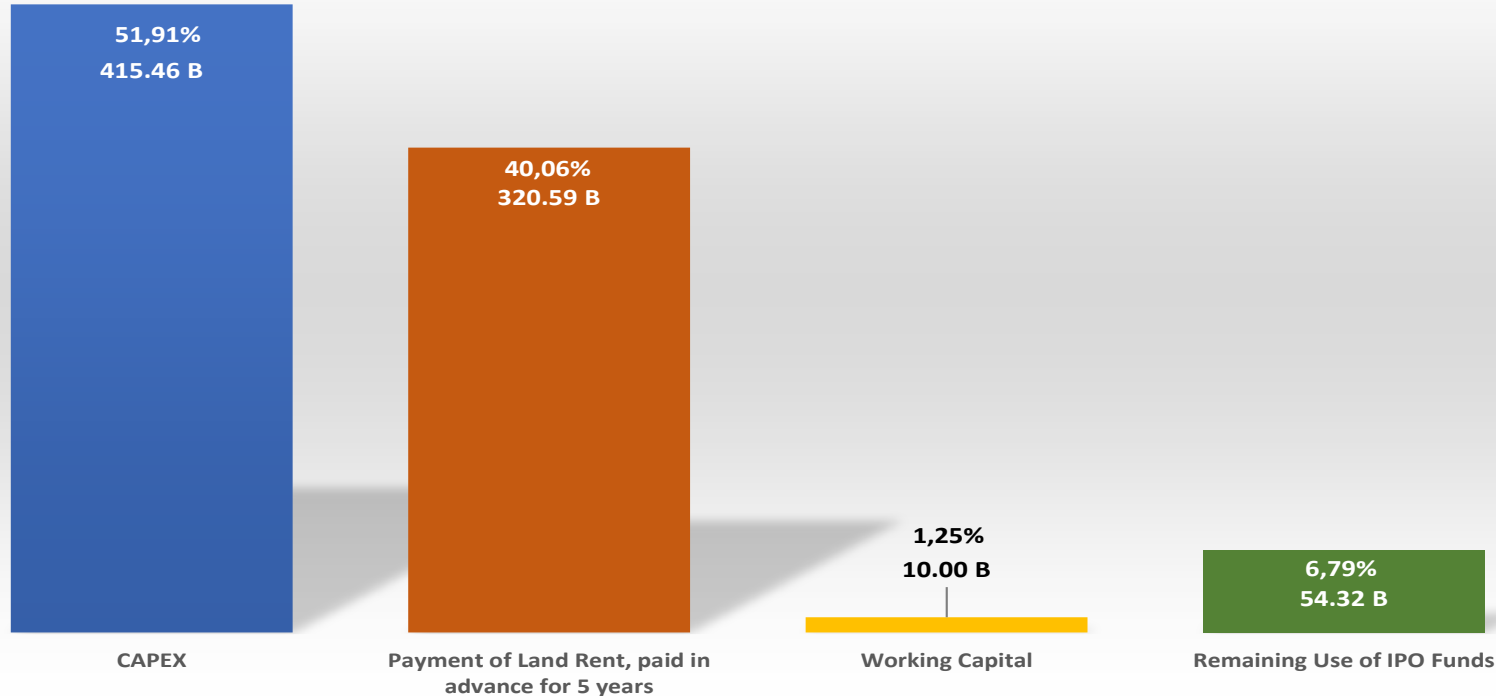


Strengthening Corporate Governance

The Use Of IPO's Fund Proceeds Until The End Of Jun – 2023*

As reported to IDX and Financial Services Authority (OJK)

USE OF IPO FUND PROCEEDS



IPCC Initial Public Offering

IPCC offering shares at about 1,81 billion shares with fund acquisition reached Rp. 835,0 billion.

The IPO proceeds of Rp835 billion and after deducting administrative costs of Rp34,63 billion, obtained IPO shares (net) of Rp800,38 billion.

The use of IPO's Fund Proceeds until the end of Jun 2023 :

Capital Expenditure : Rp415,46 billion

Prepaid of Land Rent for 5 years period : Rp320,59 billion

Working Capital: Rp10 billion

Rest of IPO's Fund : Rp54,32 billion for the others investment needed in the future.



IPCC Operation Area

Tanjung Priok Port, Belawan Port, Surabaya (Tanjung Perak Port), and Makassar Port are the 4 main ports in Indonesia, and IPCC has operated in 3 of those main ports.



Belawan Car Terminal

Operated by IPCC since 1 Jan 2022
CBU Hub of northern Sumatra area;
4 story car park building (3,600m²)
Quay 1: 84 m / -7 mLWS
Quay 2: 86 m / -7 mLWS



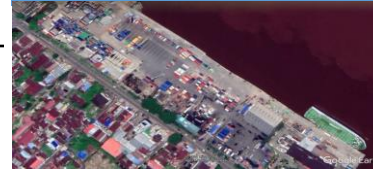
Tj. Priok Car Terminal

Total Area (effective): ± 18.94 Ha
- **International** : ± 14.17 Ha
- Domestic : ± 4.77 Ha

Total Capacity : ± 12.161 units
- **International** : ± 8.846 units
- Domestic : ± 3.315 units

**full operation by IPCC 1st March 2023*

Pontianak Branch



Quay 1: 125 m / -4.5 mLWS
Quay 2: 75 m / -4.5 mLWS

IPCC expansion for terminal operation target:

- Surabaya : Initiation for partnership agreement started from Jan 2022, currently in joint study process
- Balikpapan, Banjarmasin, Semarang: short to mid term expansion target (on going business study)
- Bitung, Ambon, Dumai, dst: Potential for expansion target, mid to long term (to be reviewed)

Makassar Car Terminal



Operated by IPCC since 1 May 2022
CBU Hub of Sulawesi area;
3 story car park building (1,500m²)
Quay 1: 204 m / -7 mLWS
Yard Area 1: 6.950 m²
Yard Area 2: 4.050 m²

PDC Jakarta



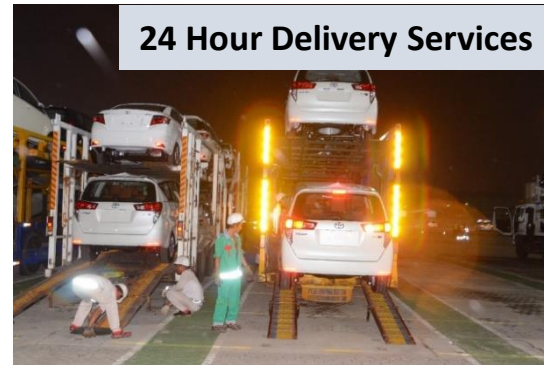
MKO MTKI Gresik



IPCC joint venture with Maspion since 2017

Quay 1: 200 m / -10 mLWS
Yard Area : 3 Ha

Loading & Unloading Activities

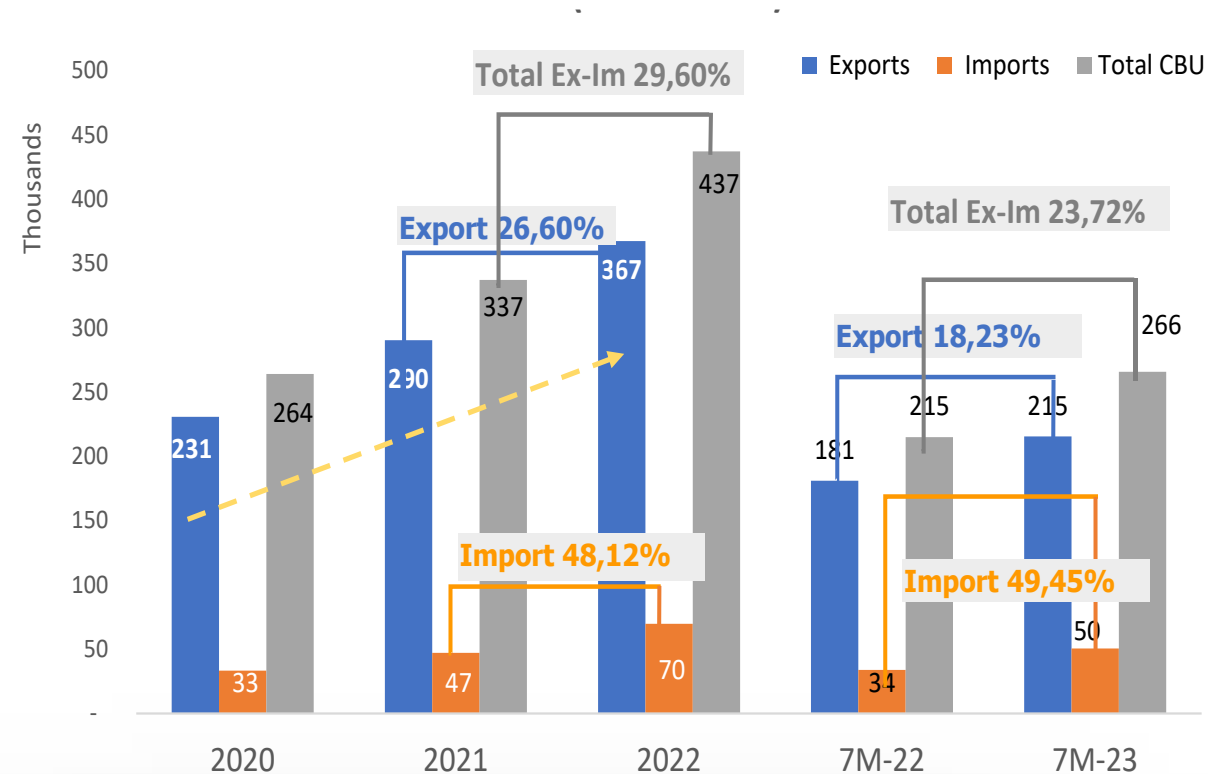


Operational Performance

- IPCC's Cargo Historical
- Details of IPCC Cargo in International Terminal
- Details of IPCC Cargo in Domestic Terminal
- Monthly Cyclical

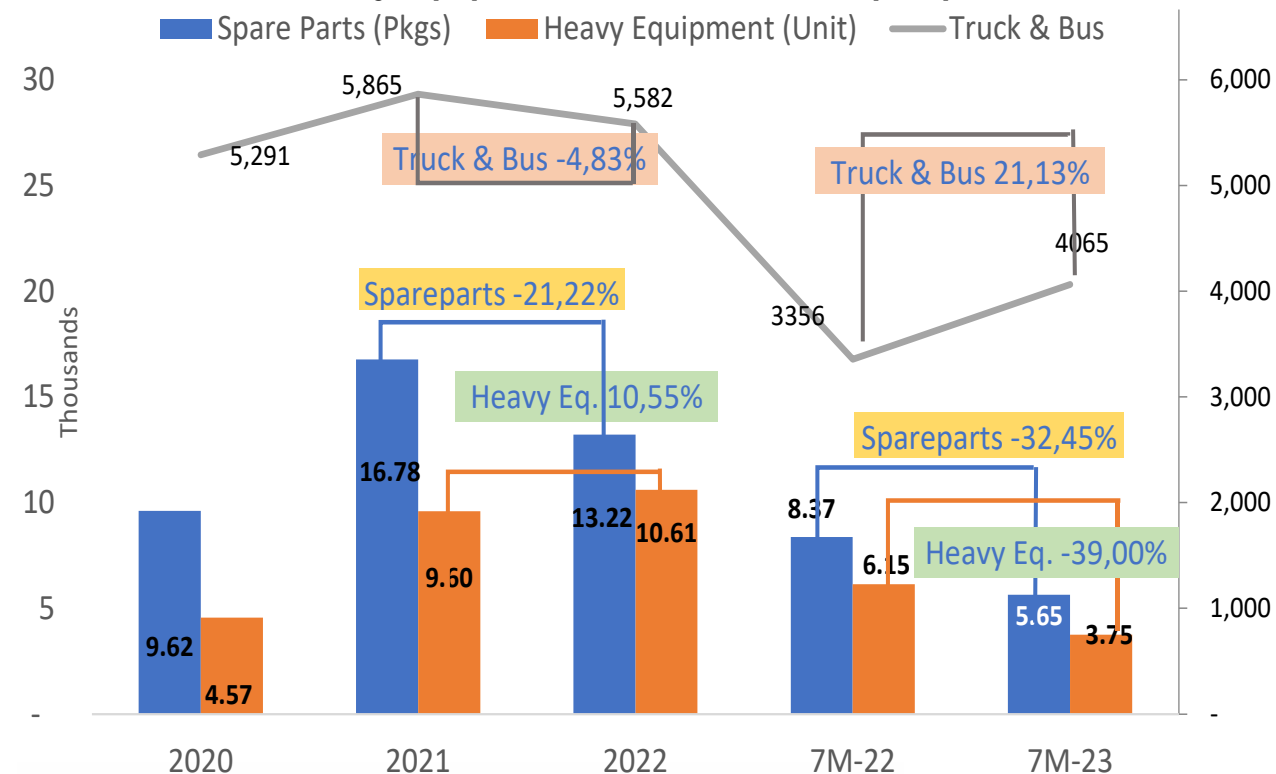
IPCC's Cargo Historical – Last 3 Years – 7M Period

IPCC Export – Import (CBU)



The CBU growth from 2021 to 2022 looks better. In 7M period, the CBU growth continue to lift up. The growth of CBU Ex-Im in 7M23 at 23,72%. In details, the CBU export growth at 18,23% and CBU import up to 49,45%

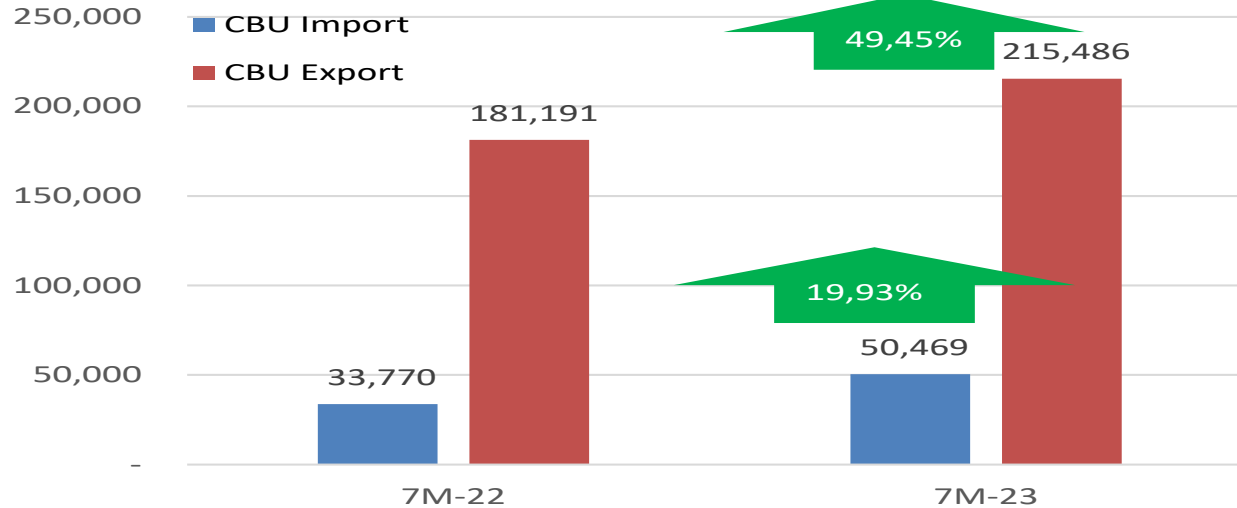
IPCC Heavy Equipments, Trucks, Buses & Spareparts



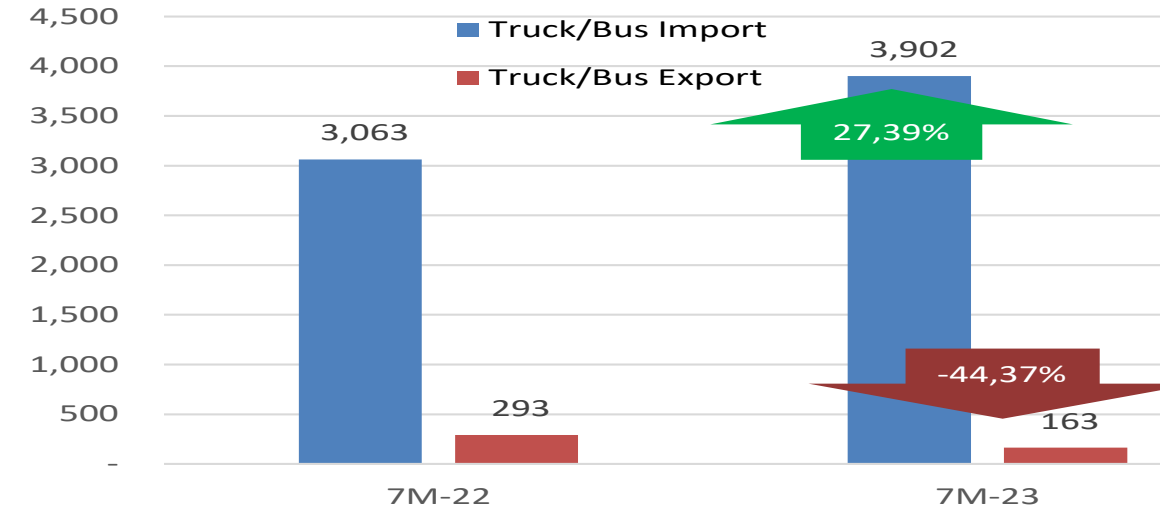
The Heavy Equipment, Trucks & Buses, & Spareparts throughput growth looks increase from 2021 to 2022 inline with the increase of demand in the mining, infrastructure, construction, plantation and forestry sectors after recovery. But the growth in the 7M-23 period slightly down due to less of heavy vehicle's need in mining industry.

Details of IPCC Cargo In International Terminal – Historical In 7M Period (YoY)

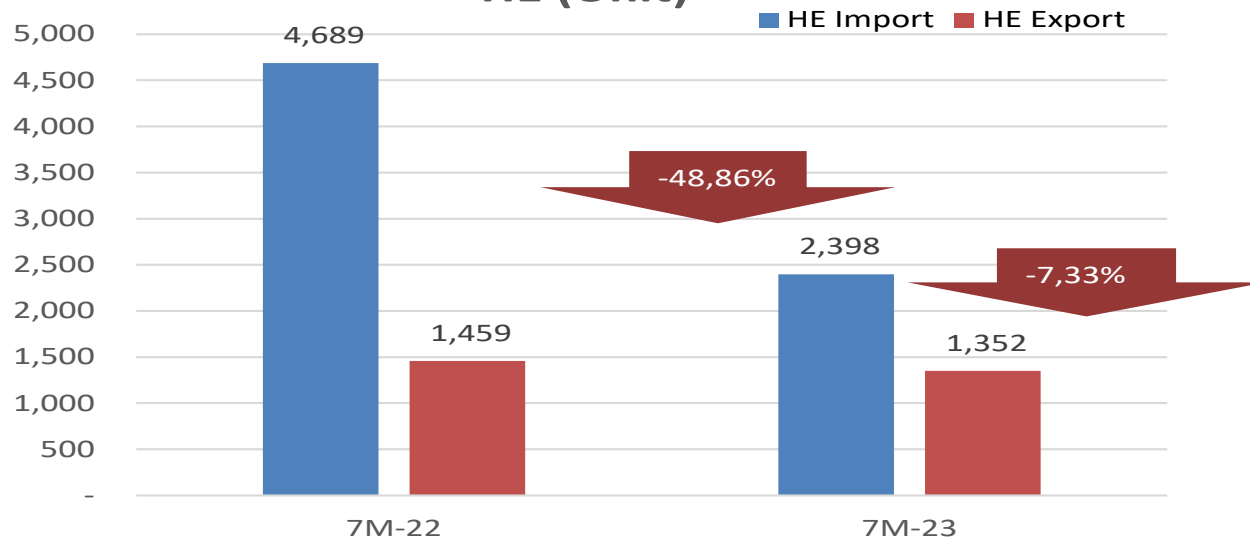
CBU (Unit)



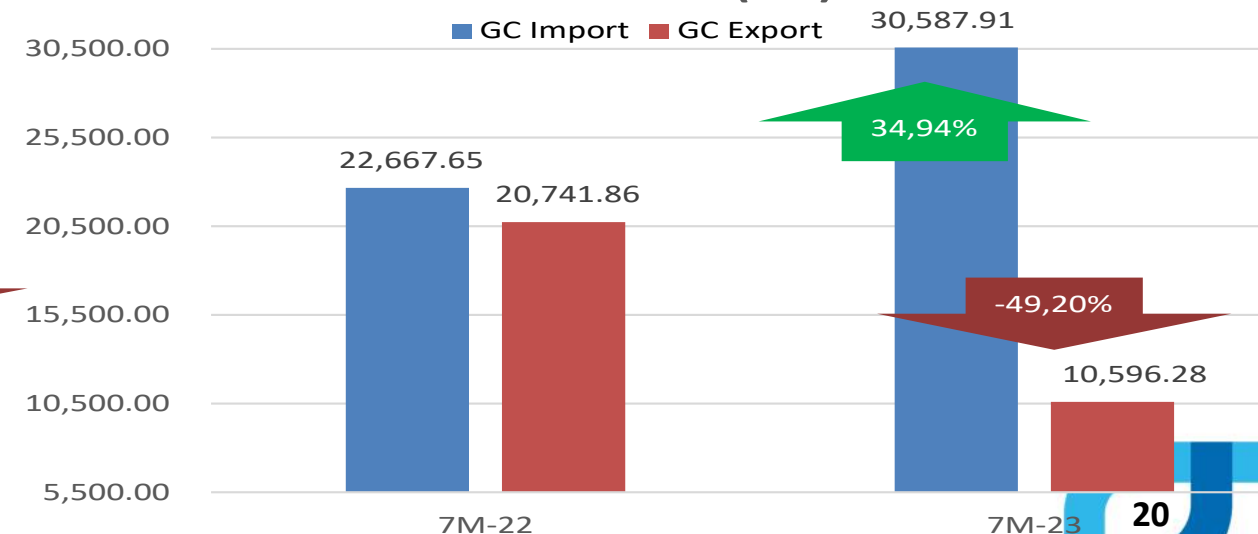
TRUCK/BUS (Unit)



HE (Unit)

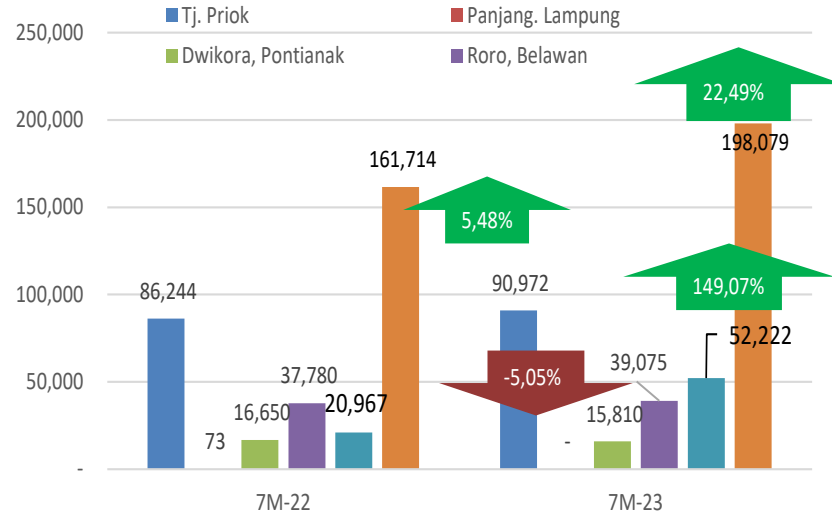


GENERAL CARGO (M³)

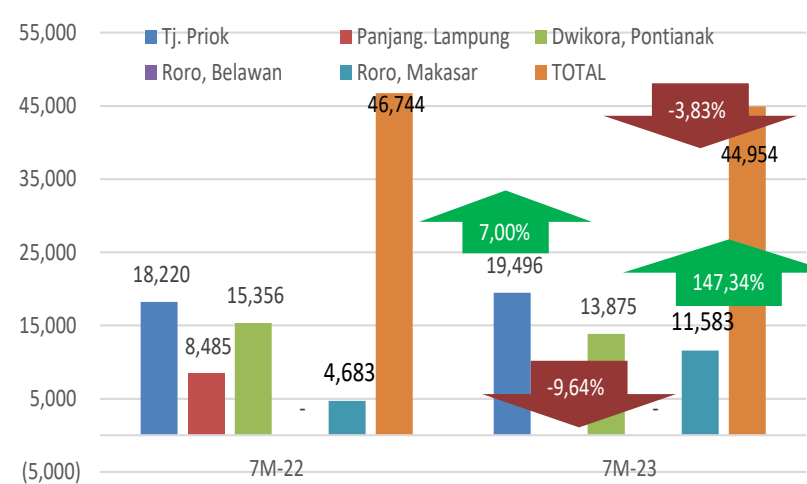


Details of IPCC Cargo In Domestic Terminal – Historical In 7M Period (YoY)

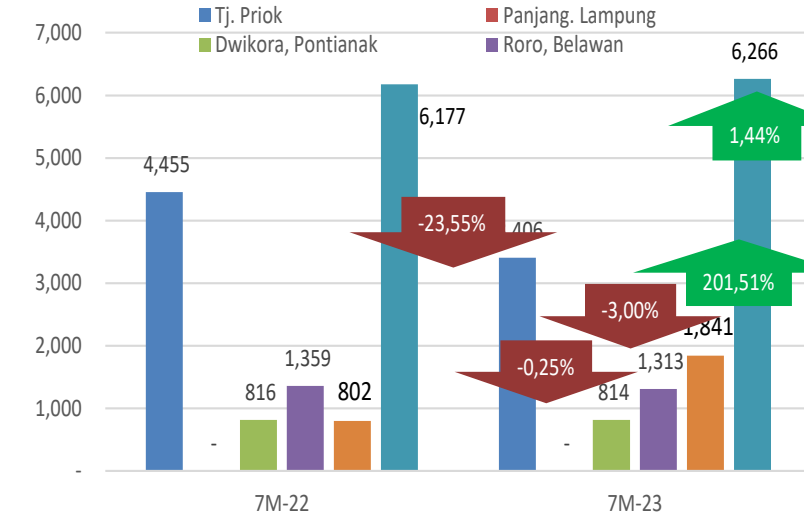
CBU (Unit)



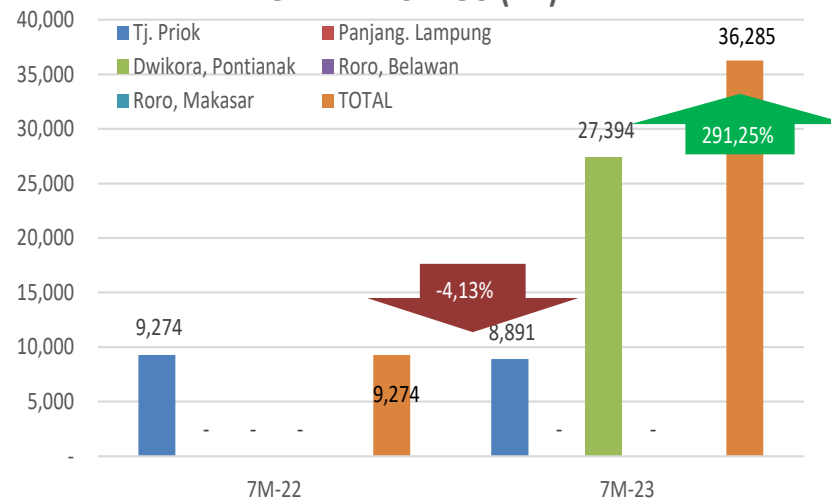
TRUCK/BUS (Unit)



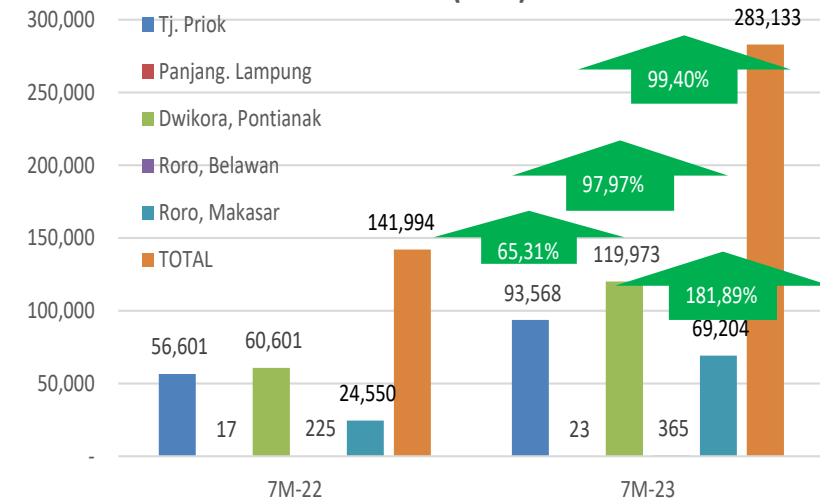
HE (Unit)



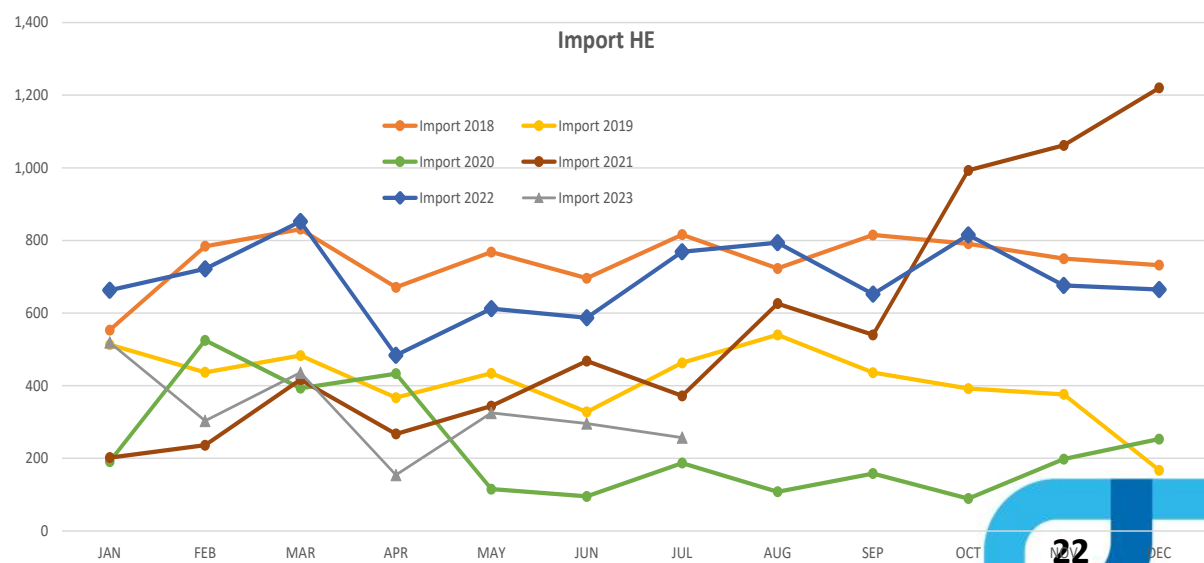
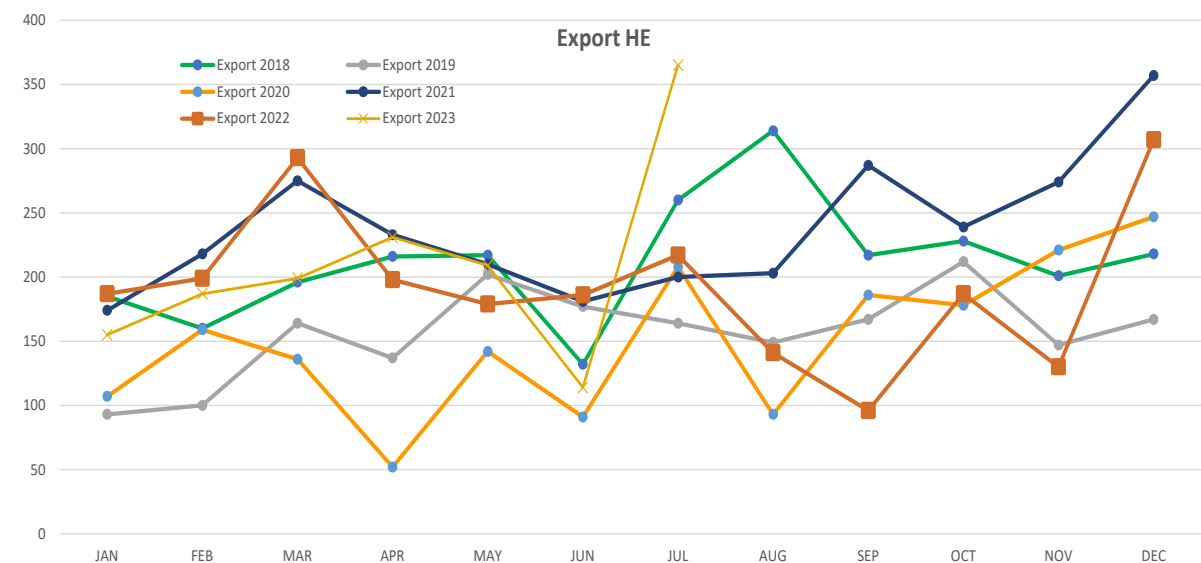
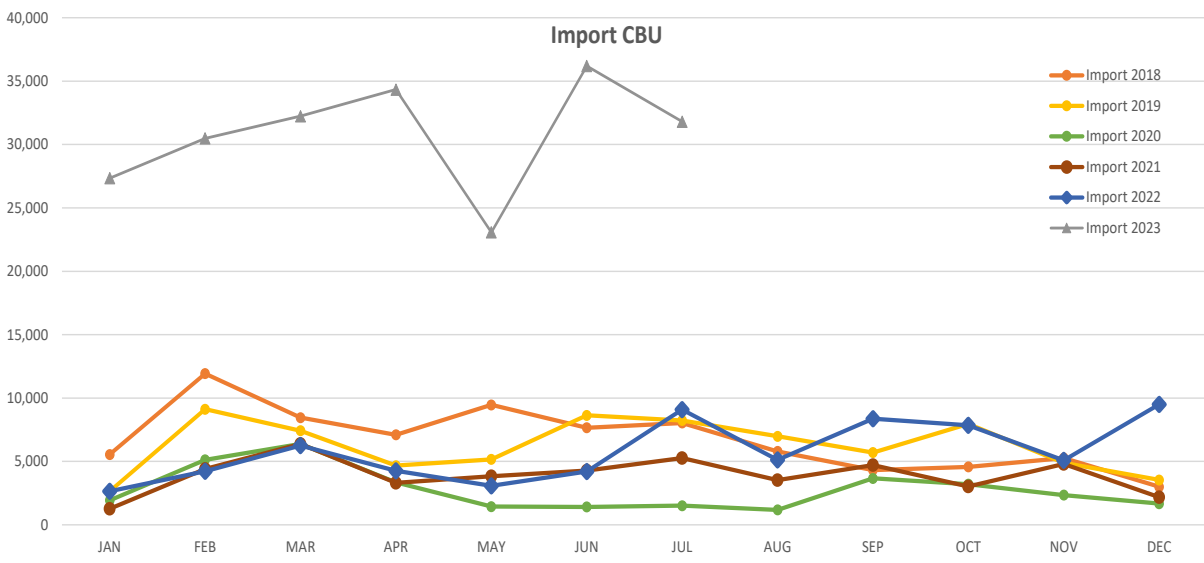
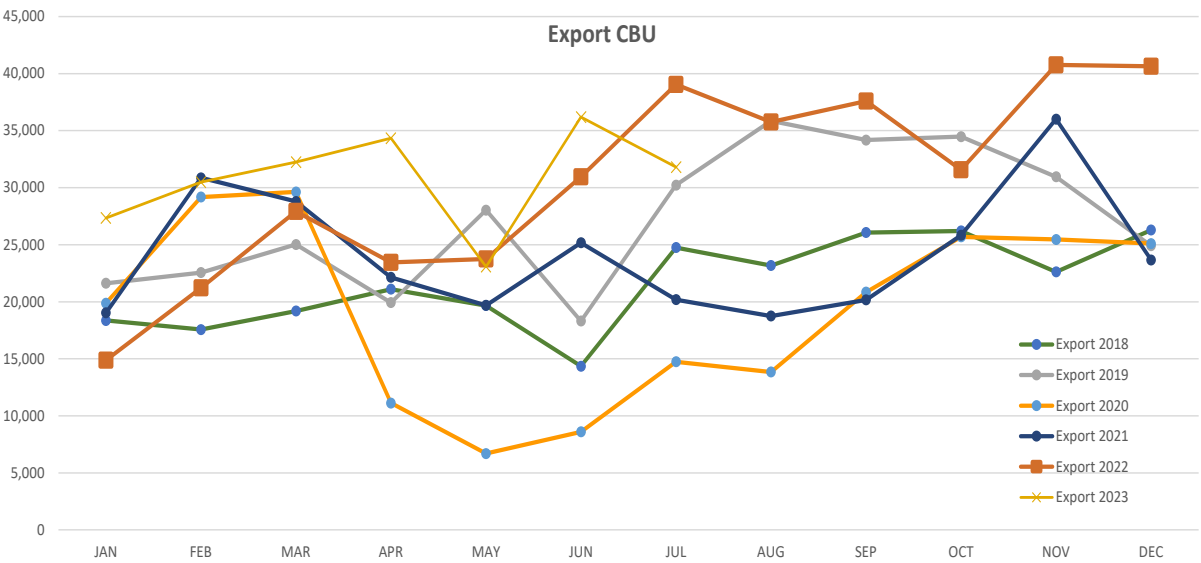
GENERAL CARGO (M³)



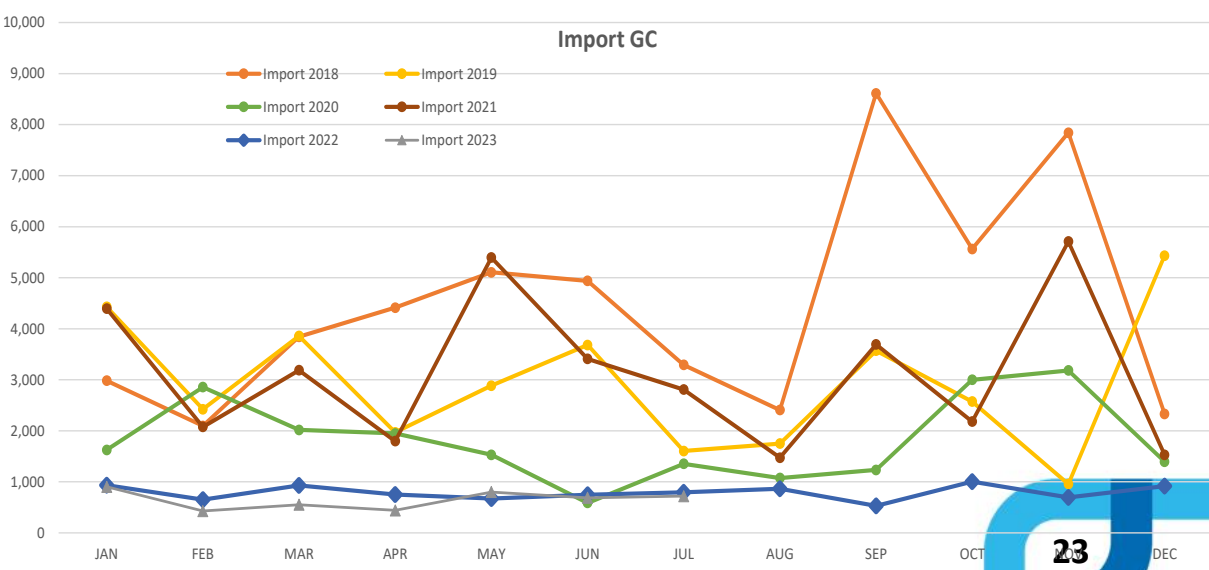
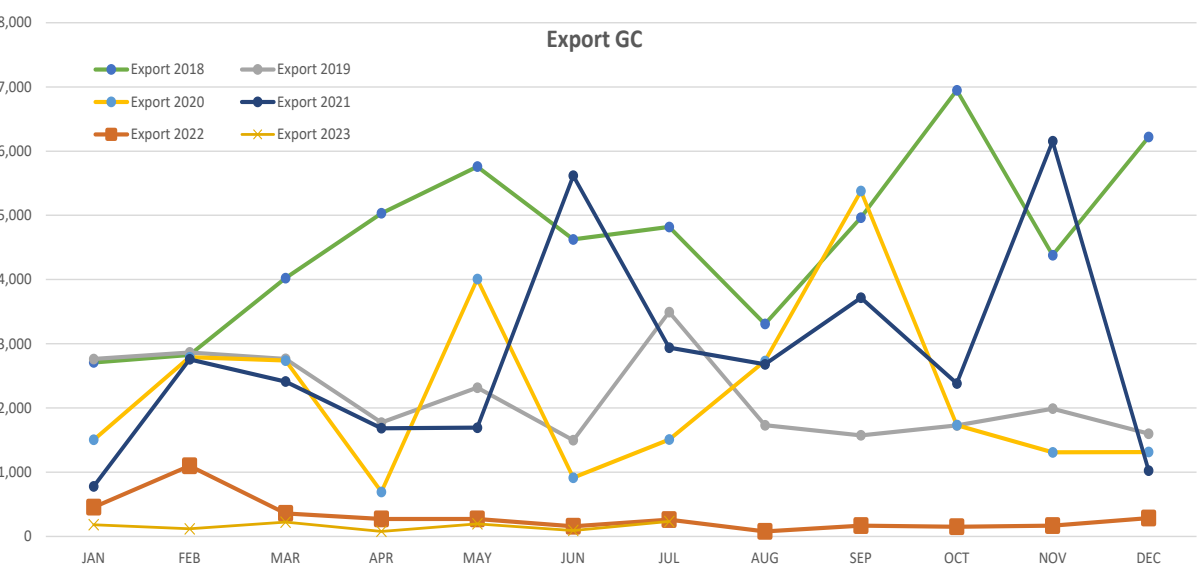
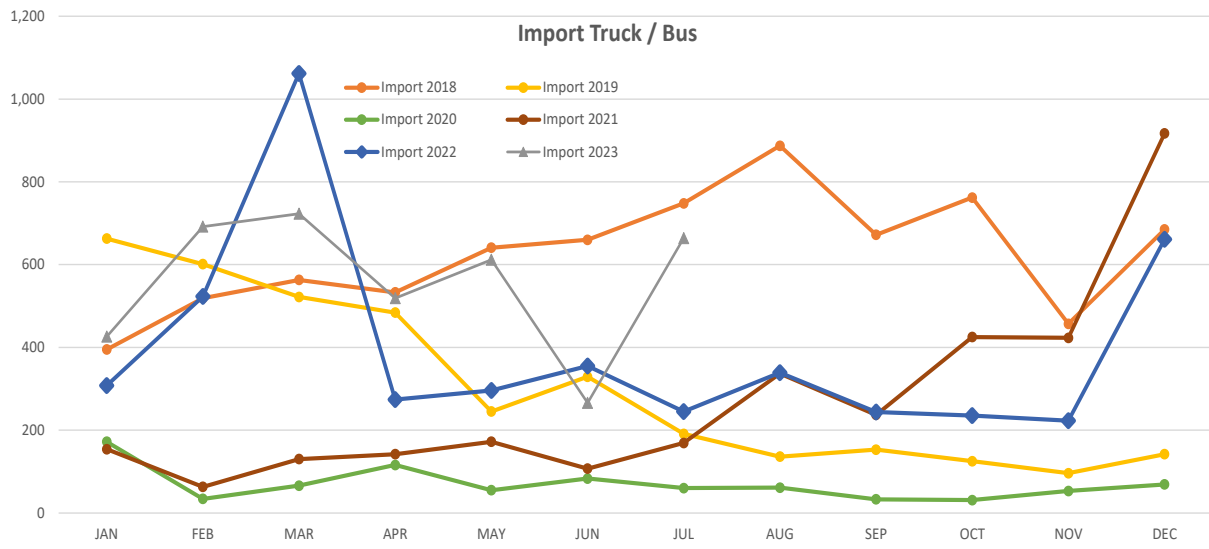
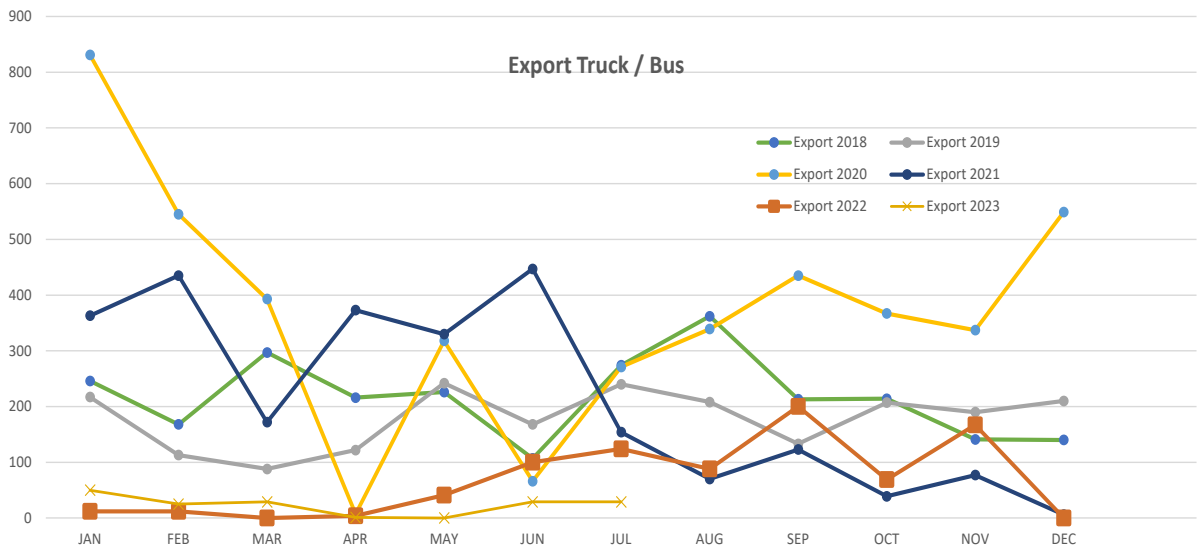
MOTOR (Unit)



Monthly Cyclical of IPCC Cargo International – Historical



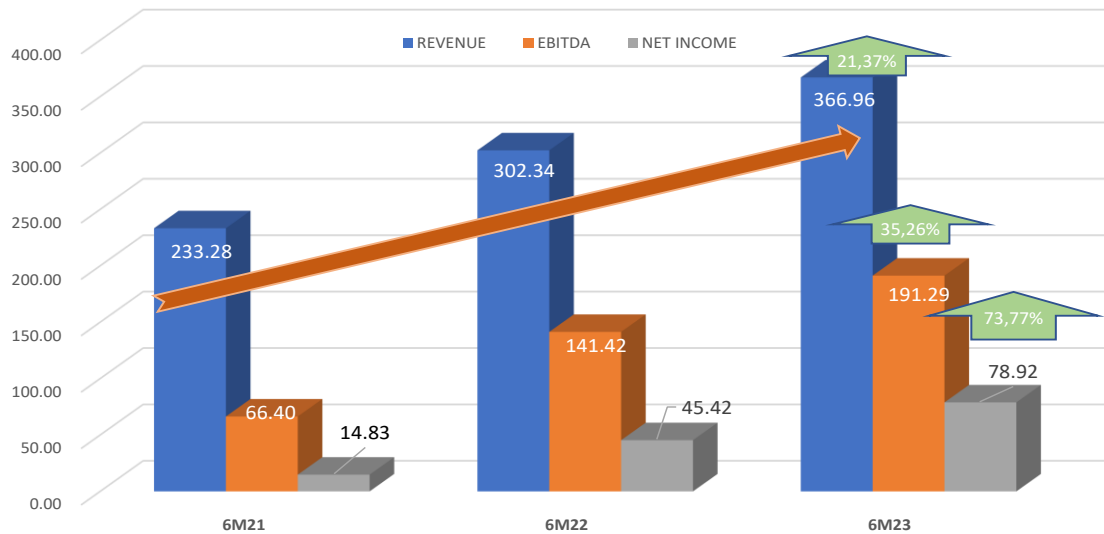
Monthly Cyclical of IPCC Cargo International – Historical



Financial Performance

- Finance Performance
- Realization of Revenues
- Realization of International & Domestic Revenues
- Financial Highlight
- Investment / Capex

Finance Performance Overview – 6M Period

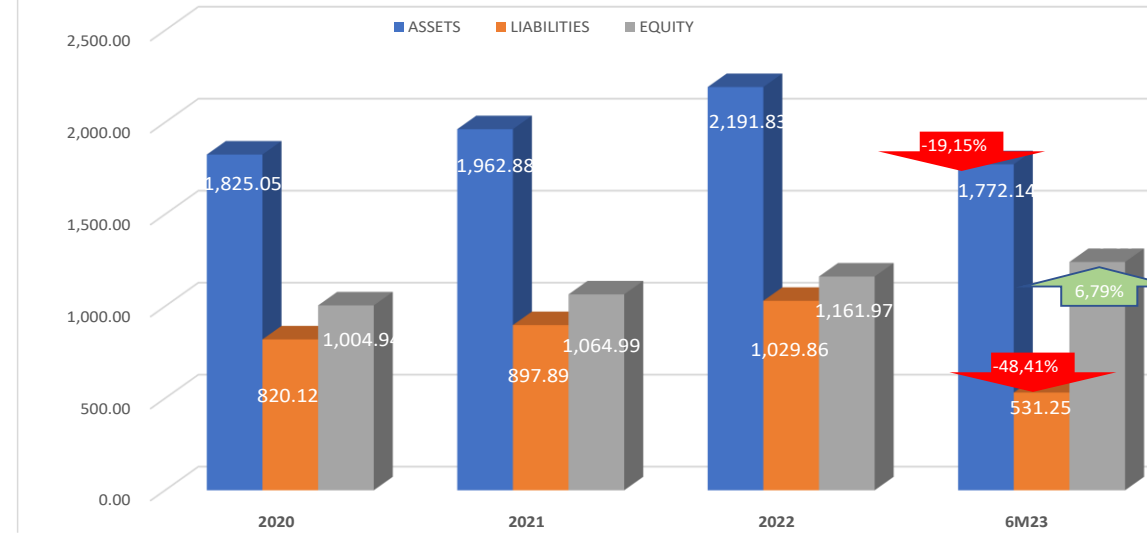


Income for the year 6M23 : Rp78,92 Billion vs Rp45,42 Billion (3M-22) (YoY)

Revenue 6M23 : Rp366,96 Billion vs Rp302,34 Billion (3M-22) (YoY)

Reasons/Factors:

1. The increase of industry and economic activities in the public and also followed by the increase demand for CBU during 2023 period has given good impact to the car loading and unloading services in IPCC Terminal;
2. In total, during 1st semester (6M) period, the loading and unloading handling of car cargo as overall has increased due to the ease of pandemic condition, ease any kind of restriction, and also the accommodative of Government policies.
3. The improved performance during this period, beside the increase of revenue, also caused by the cost-manageable where growth of cost (especially cost of revenue) still in the management budget controlled. The growth of General & administrative expenses even thought higher than previous but still manageable. It was shows that the Management able to manage the cost very well.



4. The Depreciation Cost has increased due to the implementation of PSAK 73 of the leased asset (rental of land, tools and vehicles) which were amortized by the straight-line method since January 1st , 2020. Due to additional of assets (the impact of development in outside Terminal) during FY22, so the depreciation calculation continue in the 2023 1st semester.
5. There was a Provision for impairment as the impact of PSAK 71. This account related to Trade Receivables where Management believes that the allowance for impairment of trade receivables are adequate to cover for possible losses from uncollectible accounts.
6. There was an increased of Financial Expenses due to the interest of the leased asset caused due to the implementation of PSAK 73 which affected to the depreciation and interest of the leased asset.
7. The Management do improvement efforts in Trade Receivables collectability by implementing the allowance for impairment of trade receivables where is adequate to cover possible losses from uncollectible accounts. Since 2020, it has been applied to the provision of the amount of sum assured (uper) before the ship docked; Then, re-scheduling on the receivables existing so the partners can pay in accordance with the agreed schedule; and running the scheme of SCF.

Financial Highlight

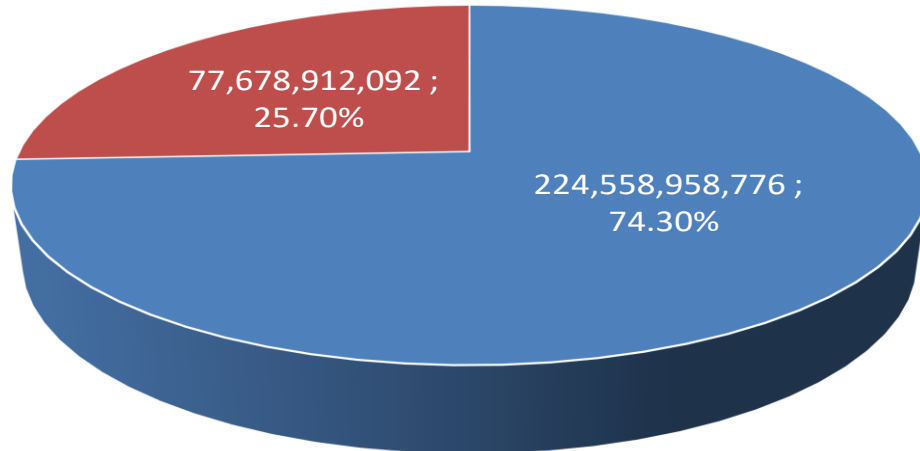
in Thousand Rupiah

Income Statement	2018	2019	2020	2021	2022	3M-22	3M-23	6M-22	6M-23
Operating Revenue	521,835,612	523,218,738	356,532,157	516,836,950	726,573,259	150,046,126	191,151,747	302,336,582	366,960,224
Gross Profit	249,998,152	217,643,653	75,710,582	198,247,317	346,846,685	78,262,512	98,901,492	129,332,884	172,762,316
Operating Income	180,375,667	129,094,518	(17,721,535)	113,127,854	245,056,553	53,053,005	66,532,066	81,023,479	108,219,837
EBITDA	234,636,806	196,518,821	41,867,417	164,833,946	300,744,504	82,432,232	105,651,181	141,418,698	191,287,691
Income For The Year	170,180,811	135,301,570	(23,773,444)	60,056,173	161,724,767	35,264,224	42,333,996	45,415,809	78,917,489
EPS	93.59	74.41	(13.07)	33.03	88.94	19.39	23.28	24.98	43.40
Balance Sheet	2018	2019	2020	2021	2022	3M-22	3M-23	6M-22	6M-23
Cash & Cash Equivalent	556,526,562	491,547,357	519,655,836	768,869,513	1,019,760,808	832,522,268	1,054,504,383	834,622,579	605,859,813
Current Asset	717,026,395	630,179,197	599,961,286	826,945,321	1,095,977,072	897,608,967	1,148,116,269	903,909,092	729,974,192
Non-Current Asset	538,218,732	634,689,649	1,225,091,421	1,135,932,375	1,095,851,302	1,121,437,986	1,070,266,627	1,102,079,899	1,042,163,086
Total Asset	1,255,245,127	1,264,868,846	1,825,052,707	1,962,877,696	2,191,828,374	2,019,046,953	2,218,382,896	2,005,988,989	1,772,137,278
Current Liabilities	151,765,550	191,597,085	134,865,783	171,288,589	634,871,410	184,233,472	603,847,455	140,463,816	136,891,589
Non-Current Liabilities	-	-	685,250,452	726,596,462	394,986,777	734,556,612	410,231,258	755,116,721	394,361,735
Total Liabilities	151,765,550	191,597,085	820,116,235	897,885,051	1,029,858,187	918,790,084	1,014,078,713	895,580,536	531,253,324
Equity	1,103,479,577	1,073,271,761	1,004,936,472	1,064,992,645	1,161,970,187	1,100,256,869	1,204,304,183	1,110,408,454	1,240,883,954
Financial Ratio	2018	2019	2020	2021	2022	3M-22	3M-23	6M-22	6M-23
Profitabilitas (%) :									
Gross Profit Margin	47.91	41.60	21.24	38.36	47.74	52.16	51.74	42.78	47.08
Operating Profit Margin	34.57	24.67	(4.97)	21.89	33.73	35.36	34.81	26.80	29.49
EBITDA Margin	44.96	37.56	11.74	31.89	41.39	54.94	55.27	46.78	52.13
Net Profit Margin	32.61	25.86	(6.67)	11.62	22.26	23.50	22.15	15.02	21.51
Return on Equity (ROE)	15.42	12.61	(2.37)	5.64	13.92	3.21	3.52	4.09	6.36
Return on Asset (ROA)	13.56	10.70	(1.30)	3.06	7.38	1.75	1.91	2.26	4.45
Likuiditas (X) :									
Cash Ratio	3.67	2.57	3.85	4.49	1.61	4.52	1.75	5.94	4.43
Quick Ratio	4.72	3.29	4.45	4.83	1.73	4.87	1.90	6.44	5.33
Current Ratio	4.72	3.29	4.45	4.83	1.73	4.87	1.90	6.44	5.33
Solvabilitas (%) :									
Debt to Aset Ratio (DAR)	12.09	15.15	44.94	45.74	46.99	45.51	45.71	44.65	29.98
Debt to Equity Ratio (DER)	13.75	17.85	81.61	84.31	88.63	83.51	84.20	80.65	42.81



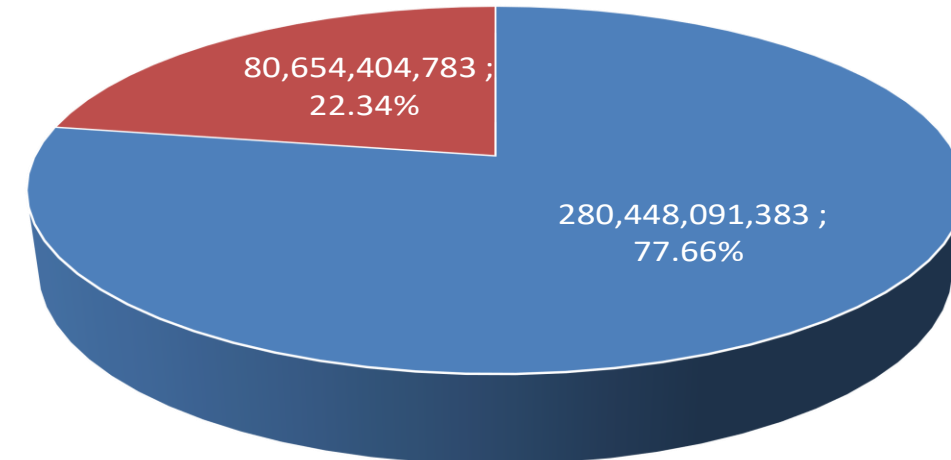
Realization of Revenues 6M22 VS 6M23

Revenue 6M22



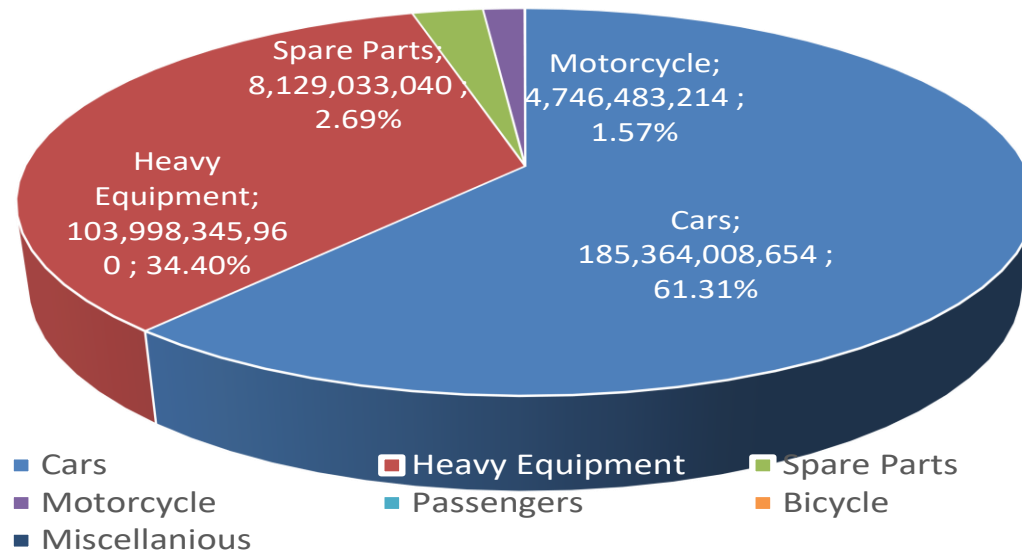
■ TOTAL International ■ TOTAL Domestics

Revenue 6M23



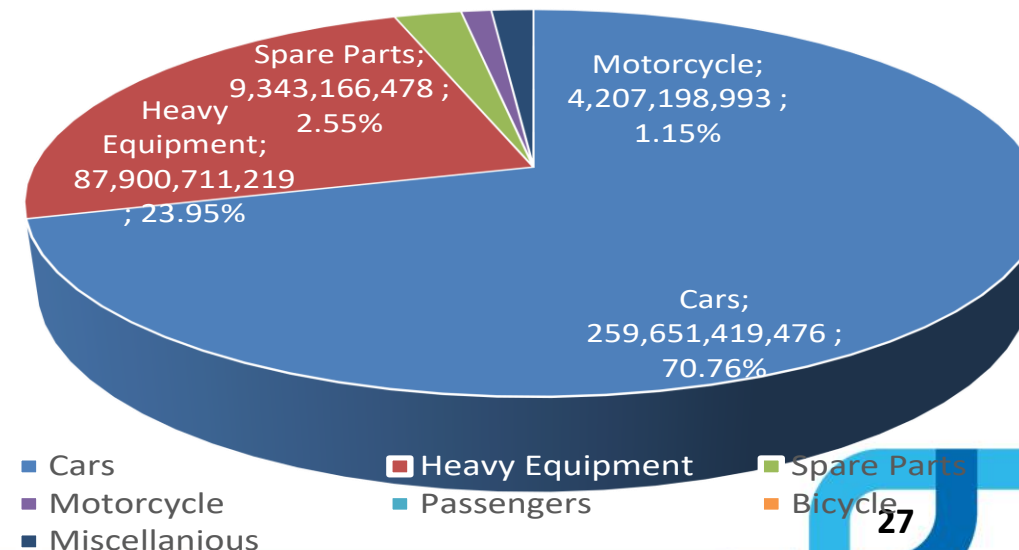
■ TOTAL International ■ TOTAL Domestics

Revenue 6M22



■ Cars ■ Heavy Equipment ■ Spare Parts
■ Motorcycle ■ Passengers ■ Bicycle
■ Miscellaneous

Revenue 6M23

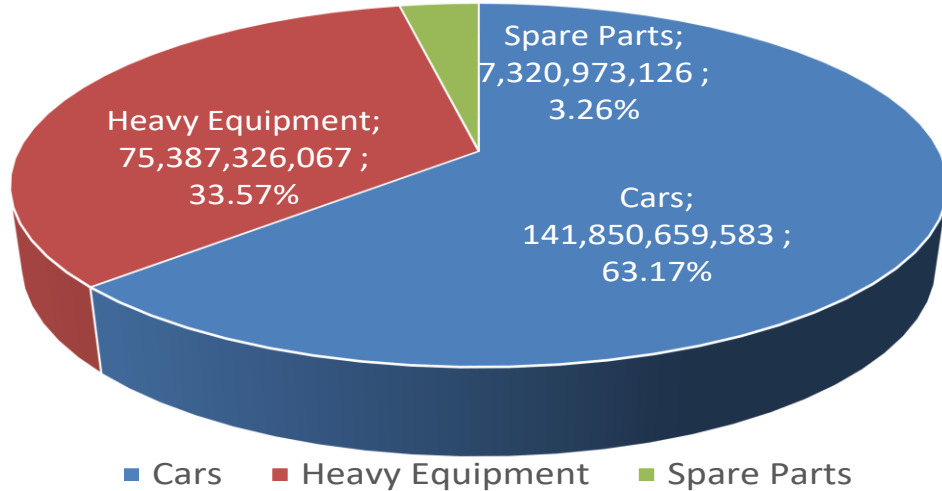


■ Cars ■ Heavy Equipment ■ Spare Parts
■ Motorcycle ■ Passengers ■ Bicycle
■ Miscellaneous

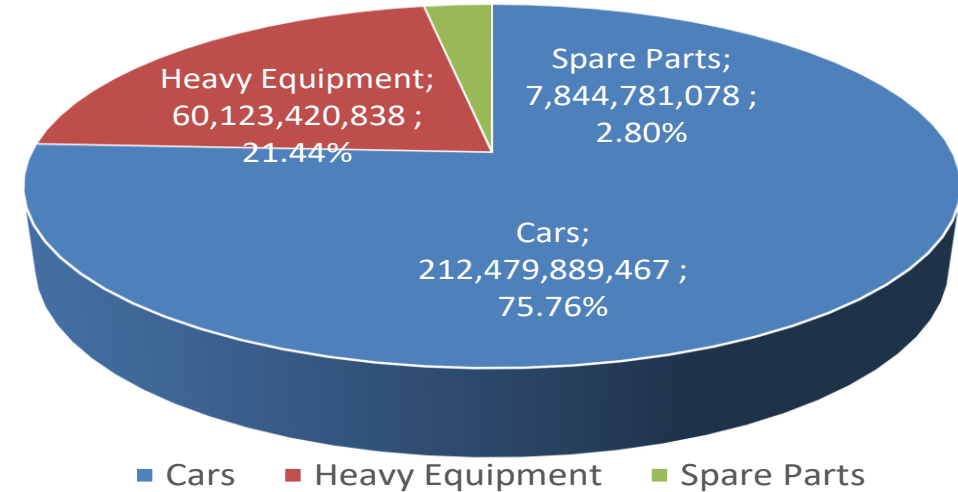
Realization Of International & Domestic Revenues

6M22 VS 6M23

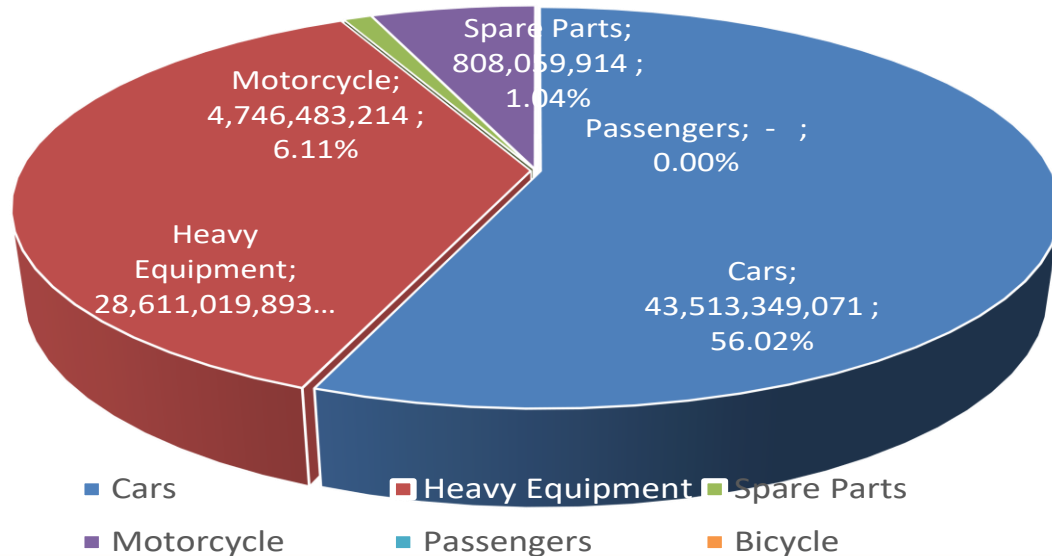
International Revenue 6M22



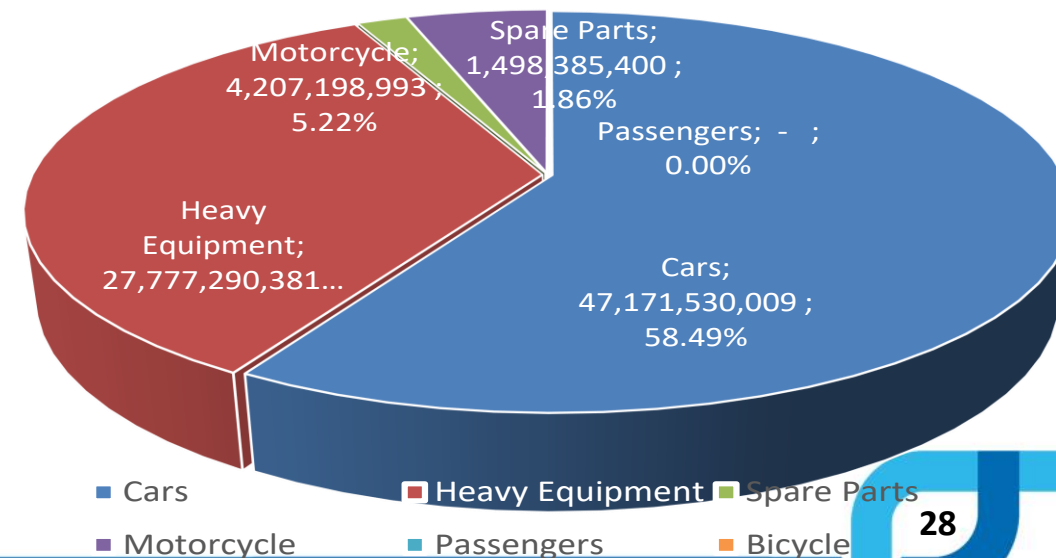
International Revenue 6M23



Domestic Revenue 6M22



Domestic Revenue 6M23



Investment / Capex

No	Activities	Investment	Timeline
1	Hardening & Improvement in Ex-PP area around 2 Ha	4,70 Billion	On Progress
2	Heavy Improvement in yard E & A	6,04 Billion	On Progress
3	Overspray Retaining Netting Work	2,90 Billion	On Progress
4	Renovation Work of Domestic Terminal Gate	6,50 Billion	On Progress
5	Heavy Improvement in yard H	2,93 Billion	On Progress
6	Heavy Improvement in yard G2 & G3	1,55 Billion	On Progress
7	Procurement of Access Point & CCTV in the yard C	50 Million	On Progress
8	Construction of Car Storage Building around 3,2 Ha	5,00 Million	On Progress
	TOTAL	35,54 Billion	

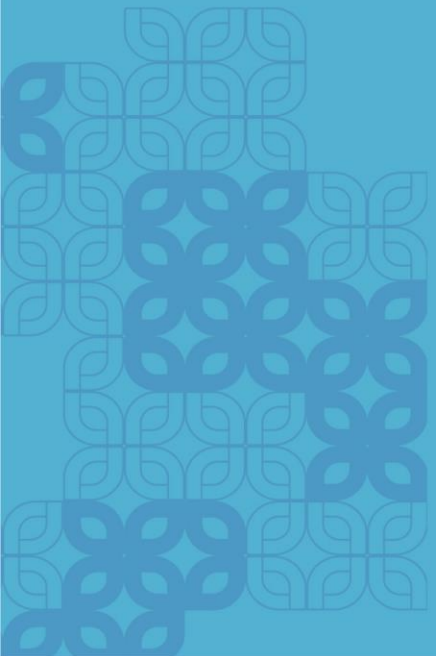
- In 2023, IPCC have a capex budget at IDR 35,54 billion. From those amount, mostly running for the activities that support services operation in IPCC's Terminal and improvement in infrastructure and superstructure, such as mentioned in the table above.

Dividend Policy

Year of Financial Report	Income for The Year (IDR Thousand)	Dividend Policy	Date of Cash and/or Distribution Date	Dividend Payout Ratio (%)	Amount of Dividends per Year Paid (IDR Thousand)	Amount of Dividend per Share
2022	161.724.767	BoD Circular Meeting Decision, December 14 th 2022	January, 13 th 2023	50 (Based on Profit for the Year as of June, 30 th 2022)	22.707.904,36	12,49
		AGM, June 27 th 2023	August, 1 st 2023	70 (Based on Profit for the Year as of December, 31 st 2022)	90.499.432,39 (Final Dividend, the rest from dividend that already paid for interim dividend)	49,77
2021	60.056.173	AGM, June 30 th 2022	August, 31 st 2022	70 (Based on Profit for the Year as of December, 31 st 2021)	42.039.321	23,12
2020	(23.773.444)	AGM, June 14 th 2021	-	-	-	-
2019	135,301,570	BoD Circular Meeting Decision, December 19 th 2019	January, 10 th 2020	70 (Based on Profit for the Year as of June, 30 th 2019)	63.397,35	34,86
		AGM, August 4 th 2020	September, 7 th 2020	28 (Based on Profit for the Year as of December, 31 th 2019)	38.076,98	20,94
2018	170,180,811	AGM, June 19 th 2019	July, 17 th 2019	60	102.108,49	56,15

Strategies, Prospect, & Challenges

- Prospect in 2023 - 2024



Prospect in 2023 - 2024

- With the new logo and new tagline “**Beyond The Gate**”, IPCC keep looking for every business opportunity that can grabbed revenue creativity & revenue enhancement, such as Car(go) Distribution Management, CCS, and others.
- To expand the loading-unloading operational services of vehicles in IPCC’s Terminal, the Management will explore and develop more cooperation with car makers, for example:
 - Managing the implementation RFID (Radio Frequency Identification) with pilot project with Toyota Indonesia;
 - The services with Hyundai manufacturer, as Hyundai has significantly invest in Indonesia with the build up of their new plant in Cikarang, Delta Mas. Hyundai also said their intention to move their operation base for Asia Pacific to Indonesia.
- The Government’s support for manufacturer in the development of the electric vehicle create more potential on the increase of the vehicle trade. IPCC will be prepared to support the EV vehicle handling with the provision of supporting facilities like charging stations in the terminal area.

Prospect in 2023 - 2024

- The bounce-back of infrastructure activities that support the construction industry and the recovery of commodity industry will lift up the demand of heavy equipment and all its components.
- Accelerate the Car Terminal Digital Transformation to enable the delivery of optimal and effective operation such as digitalization office, RFID, and others;
- IPCC operation area expansion after the Pelindo integration. Developing the services network to main ports with potential RORO terminal:
 - Belawan Terminal & Makassar Terminal are already operated by IPCC since 2022. IPCC aims to operate in more area in Indonesia such as in Balikpapan, Surabaya, and other area in Indonesia;
 - Transforming RORO and car terminal in several ports In Indonesia to lift up the cargo distribution which also inline with Pelindo short term target;
- Beside Hyundai, IPCC opens cooperation with another car maker like Suzuki, Isuzu, and others;
- Implementation of Integrated Management System related to HSE based on ISO 9001:2015; OHSAS 18001:2007 and ISO 14001:2015
- Others...

... Strategies, Prospect, and Challenges

IPCC Strategies and Prospect Towards The Future

Expansion: IPCC as the only subsidiary of Pelindo specialized in handling RORO terminals

Main Concepts of Distribution Nodes

01

IPCC is operating RORO Terminals in 3 of 4 main ports in Indonesia

Namely Tanjung Priok, Belawan, dan Makassar, as Main Distribution Nodes, after that the car cargo will be distributed to several destinations from that main ports.

02

Distribution from Main Nodes

- It could be done from sea and land routes
- Routes and transportation mode selection based on the most efficient distribution cost
- Single billing for every services in Terminal that operated by IPCC
- Bundling tariff for one stop service by IPCC

03

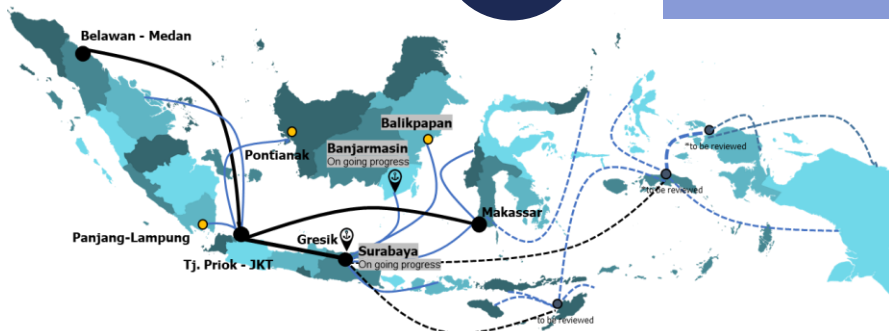
Standardized Services in every RORO / Car Terminal Operated by IPCC

- Improvement and standardization in operation, system, and billing platform in all IPCC operation area to guarantee the service quality
- Skillful and certified operators for excellent quality and efficient terminal operation process

04

IPCC Services Improvement to the Customer:

Business diversification and tailor-made services to meet customer needs and satisfaction



- Terminal facility improvement
- Marketing and commercial activity improvement

Price Bundling

Port to Port / Port to Door / Door to Door service (end-to-end service)

Integrated service through IKT

Road freight

Strategic partnership or IKT operated

Sea freight

Strategic partnership

Vast IPCC Operation Area (terminals and yards)

... Strategies, Prospect, and Challenges

Company Main Program

Company Main Programs

To capture all business opportunities outside the terminal business, both on the sea and land transportation, by focusing on these aspects:

- Port operations and customer relationship management
- Automotive distribution management and ecosystem
- IPCC Big Data for future business

Digitalization



- Horizontal: other potential car/ro-ro terminals
- Vertical: other businesses inside automotive ecosystem
- Global: Collaborate with global players

Expansion



- Integrated “Beyond The Gate” end-to-end services
- Data integration for continuity of Flow of Goods-Data-Money
- Business Process (order to cash, procure to pay, etc)

Integration



... Strategies, Prospect, and Challenges

Integration:

Grabbing the opportunity outside the gate terminal with new spirit **“Beyond The Gate”**



Reach out, get closer to end customers/cargo owners
(EXPAND value propositions)



Collaborate with parties along the automotive supply chain
(EXTEND cooperation beyond terminal)



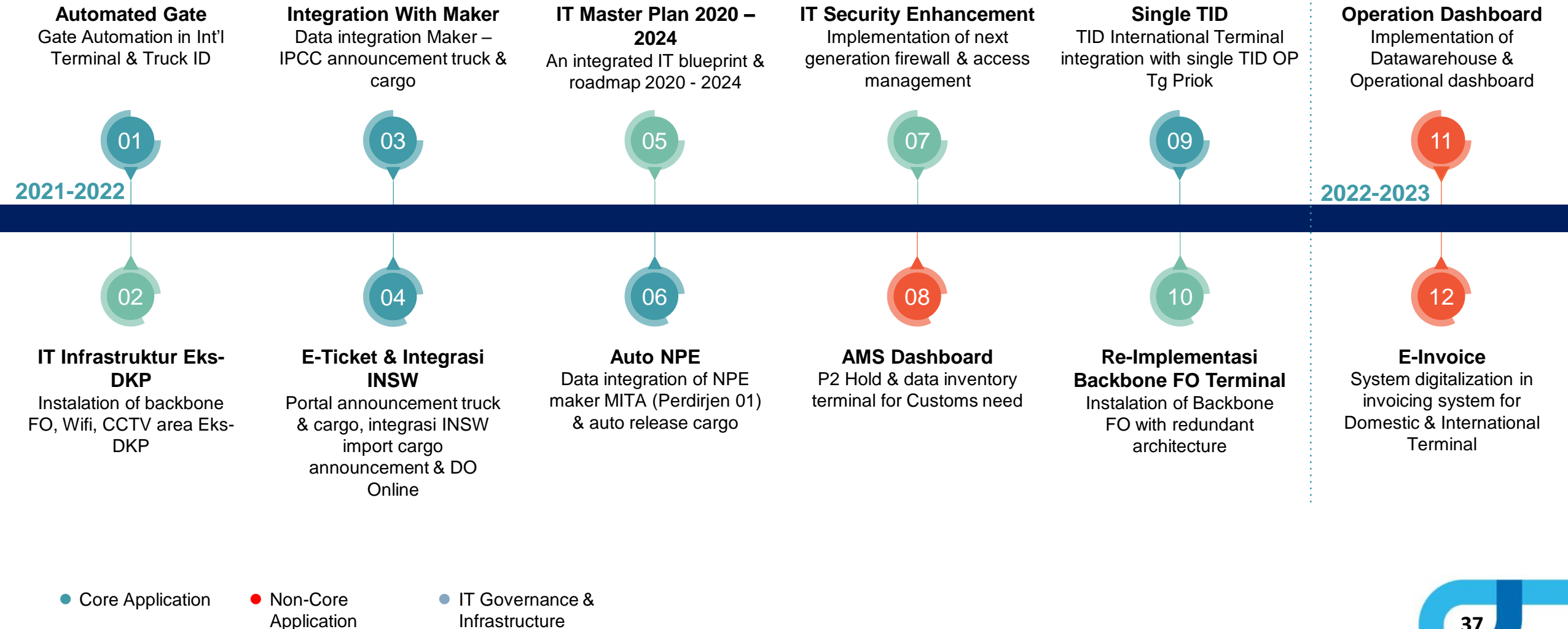
Simplify the process of end to end business with digitalization to capture larger share
(ENLARGE the coverage and capacity)

New service launched in 2022: Pre-Delivery Cargo (PDC) with Primary Customer: Hyundai Motor Indonesia



... Strategies, Prospect, and Challenges

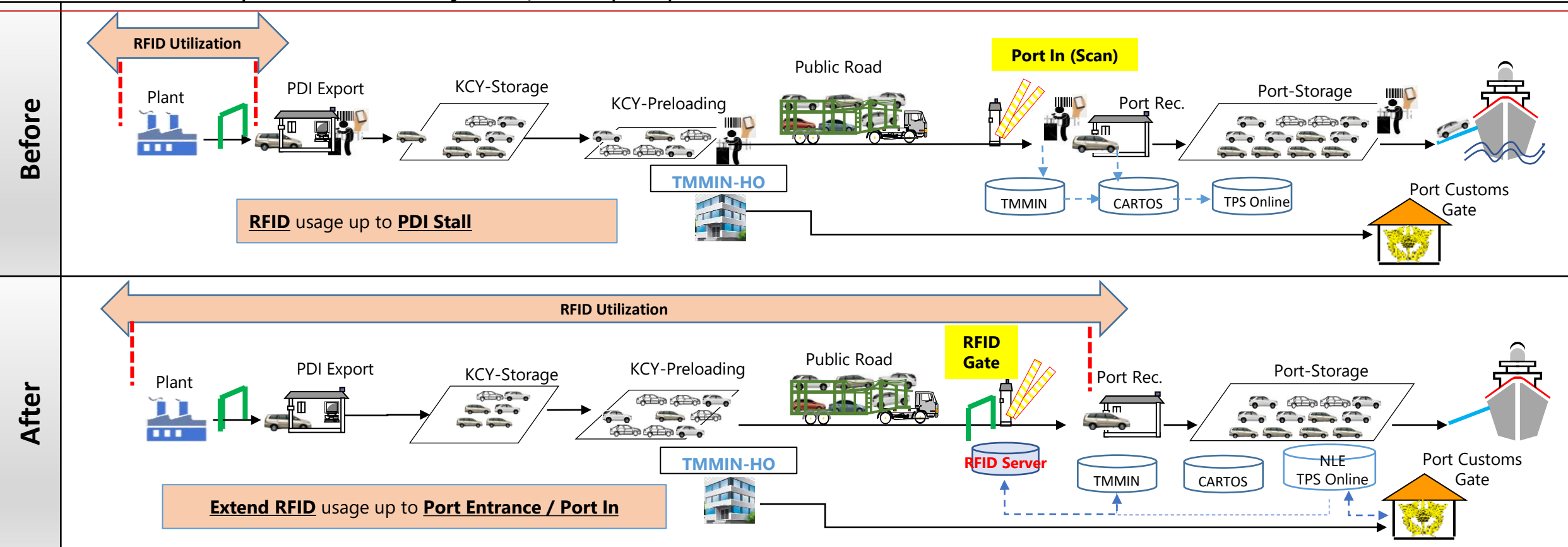
Digitalization Process



... Strategies, Prospect, and Challenges

RFID Implementation

Digitalization and Data Integration at port by extending **RFID** utilization up to Port in (eliminate manual scan process) to get valid data and compliance on PerDirjen 01/2019 (NPE)



Improvement
Items

1. Better Connectivity with Customs, Port Operator, Logistics Partner & Government
2. Full Compliance towards government regulations

... Strategies, Prospect, and Challenges

Satellite Car Terminal Transformation

TERMINAL SATELIT BELAWAN

BEFORE



AFTER

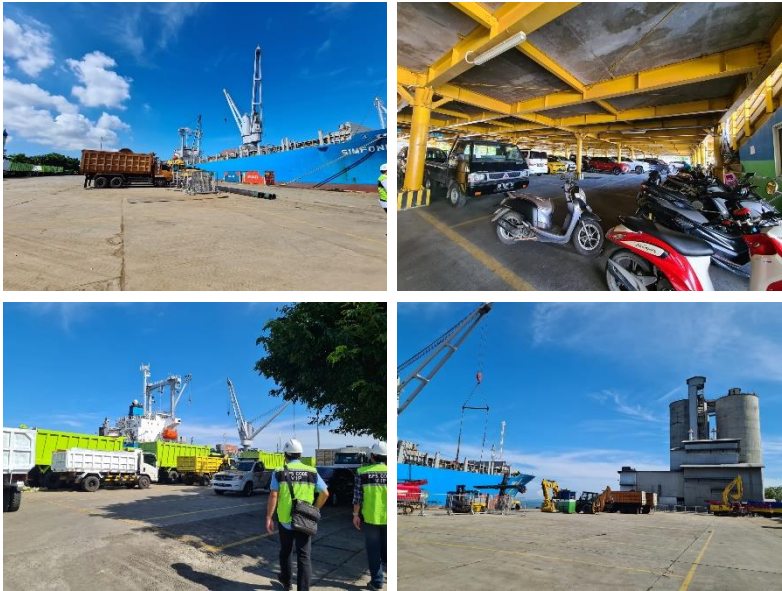


TERMINAL SATELIT MAKASSAR

BEFORE



AFTER

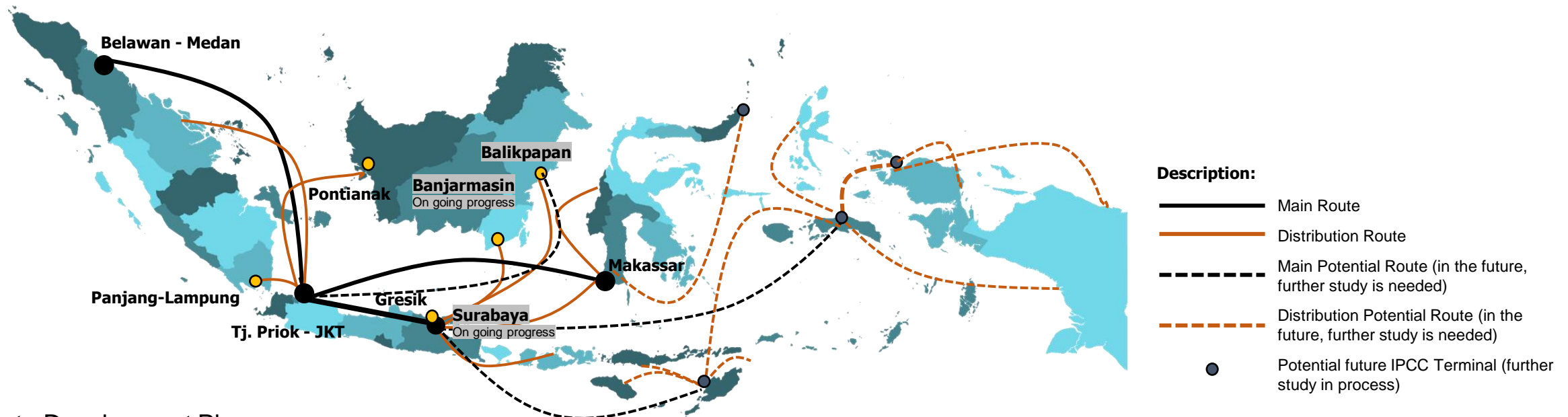


IPCC Main Programs

Expansion: IPCC as the only subsidiary of Pelindo specialized in handling Car and RORO terminals

IPCC started its expertise as car terminal, however in order to unlock the capacity in each terminals operated by IPCC and to enhance the connectivity in Indonesia, IPCC extended its expertise and service in operating RORO (and ROPAX) terminals in Indonesia, mainly in Makassar, Panjang, and Pontianak Port.

The Concept Plan of IPCC Expansion in Indonesia Automotive and RORO cargo Distribution



Route Development Plan:

- Mid-Term and Long-Term Plan: Optimizing the shipping route from each main nodes (Tj. Priok, Belawan, Surabaya, and Makassar)
- Collaboration between land & sea route distribution mode
- Considerations: Cost-efficiency, time, and cargo volume

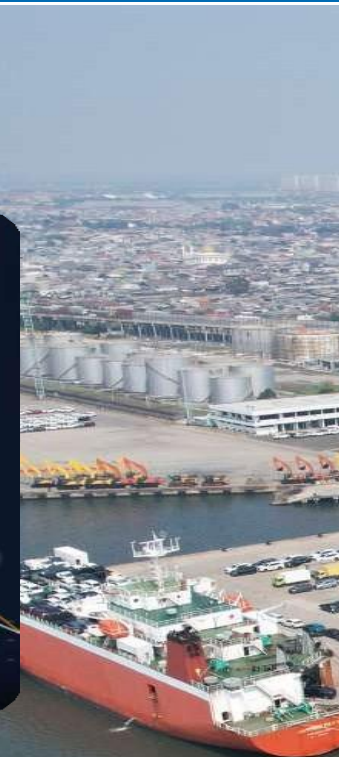
Why Invest to IPCC?

ALASAN BERINVESTASI SAHAM IPCC BENEFITS OF INVESTING IN IPCC STOCKS



1. Konstan memberikan Dividen setiap tahunnya;
2. Memiliki kinerja operasional dan keuangan yang cemerlang;
3. Dengan semangat *Beyond The Gate*, terbuka peluang bisnis yang luas;
4. Sebagai Operator *World Class Dedicated Car Terminal* yang memiliki standar pelayanan bertaraf internasional;
5. Didukung meningkatnya kebutuhan kendaraan untuk distribusi logistik dan industri lainnya;
6. Kian meningkatnya pertumbuhan Ekspor dan Impor kendaraan;
7. Memiliki Tim Manajemen yang berpengalaman di bidangnya; dan
8. Memiliki *image* korporasi & *global branding* yang baik.

1. *Constant annual Dividends;*
2. *Outstanding operational and financial performance;*
3. *Extensive business opportunities from the spirit of Beyond The Gate;*
4. *A World Class Dedicated Car Terminal Operator with international service standards;*
5. *Supported by the increasing demand of vehicles for logistics distribution and other industries;*
6. *Increasing growth of vehicles exports and imports;*
7. *Experienced Management Team in their respective field; and*
8. *Respectable corporate image & global branding.*



Thank You

For More Information, Please Contact:

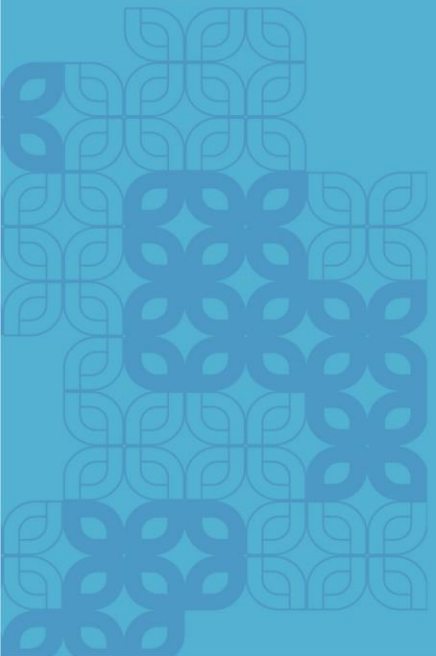
Investor Relations

Reza Priyambada : +62 812 901 0044

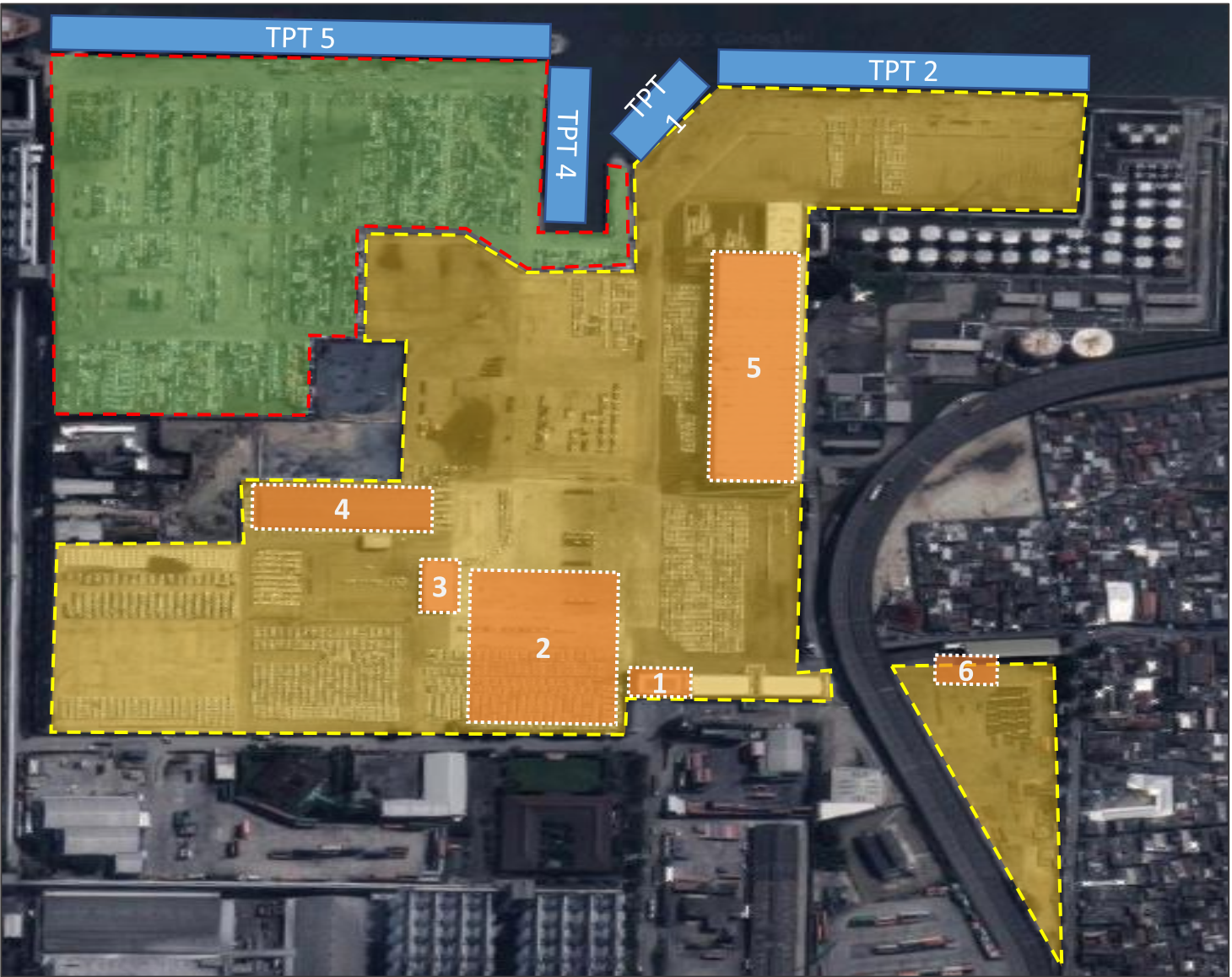
investor.relationipcc1@gmail.com / reza.priyambada@indonesiacarterminal.co.id

Attachment

- Facilities



IPCC Tanjung Priok Layout



BERTH	AREA	LENGTH (m)	DEPTH (mlws)
TPT 1	Domestic	88	-7
TPT 2	International	220	-12
TPT 4	Domestic	148	-7
TPT 5	Domestic	304	-12

∴ Yard Capacity

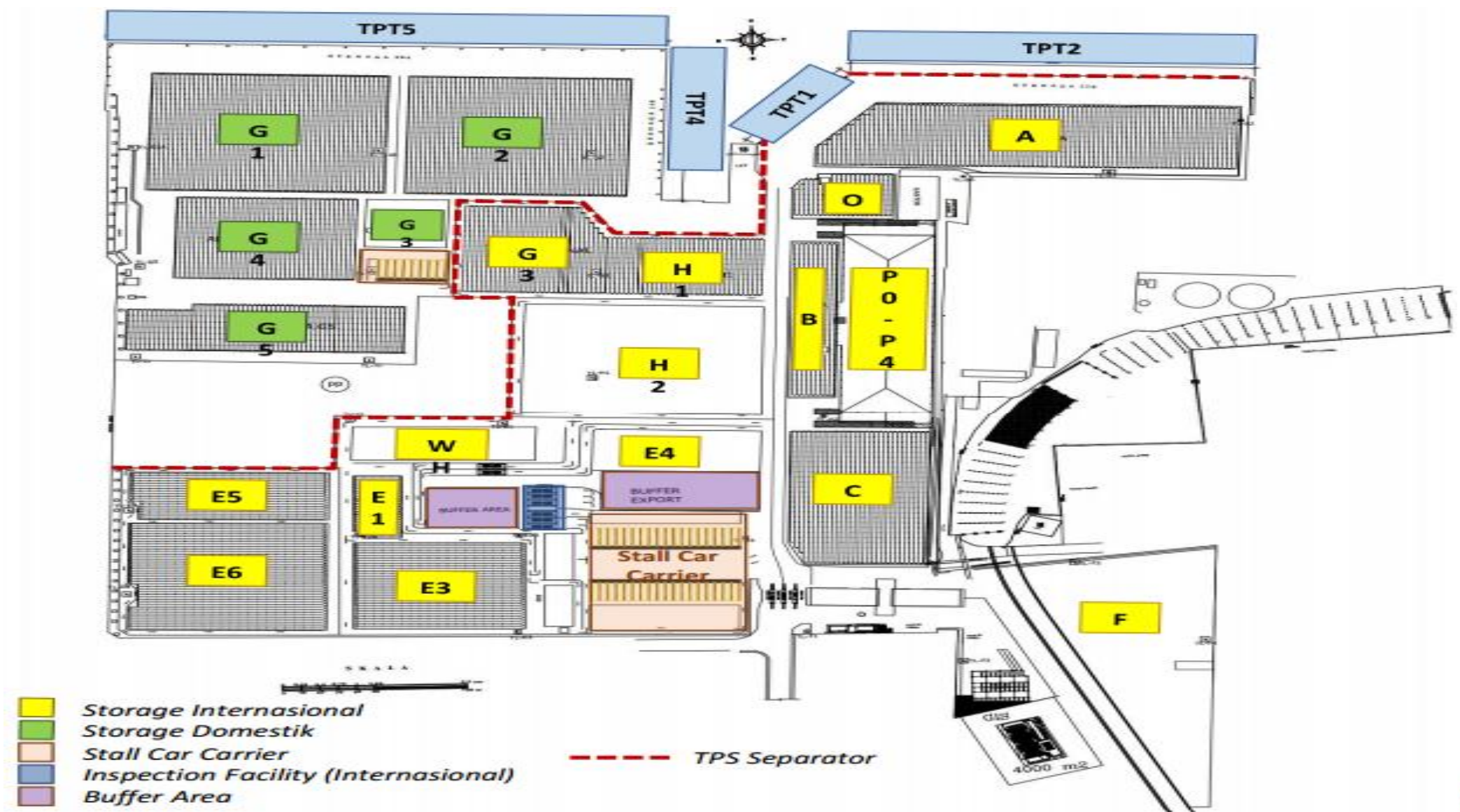
Total Area (effective)	: ± 18.94 Ha
- International	: ± 14.17 Ha
- Domestic	: ± 4.77 Ha
Total Capacity	: ± 12.161 units
- International	: ± 8.846 units
- Domestic	: ± 3.315 units

International Area

- 1 Gate
- 2 Stall Car Carrier
- 3 Central Inspection Facility
- 4 Warehouse / Car Wash
- 5 Car Park Building (5 Storey)
- 6 Charging Station

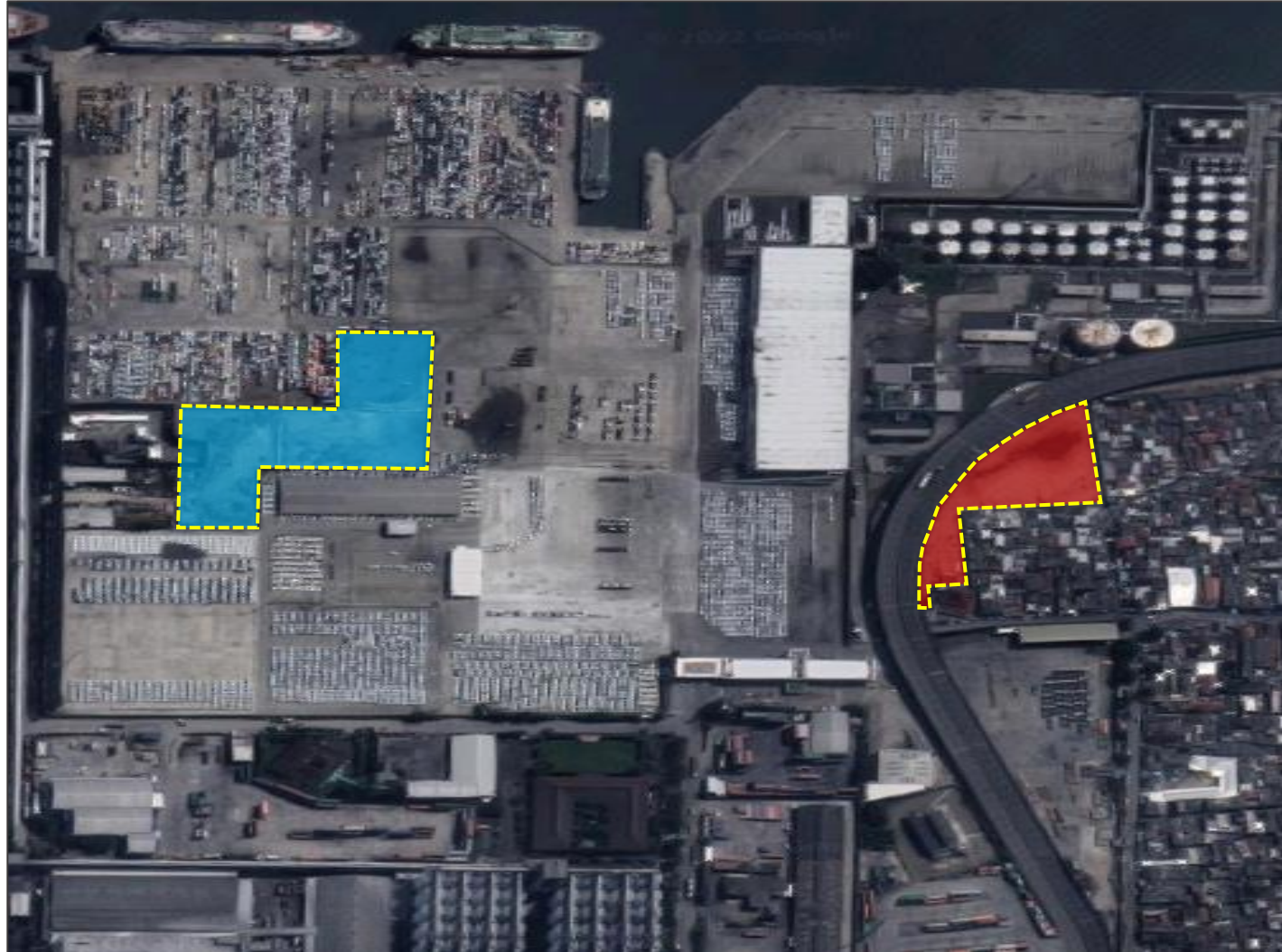
Domestic Area

IPCC Tanjung Priok Layout



IPCC Tanjung Priok Layout

IPCC Tanjung Priok Yard Expansion Plan



Phase 1: Addition from ex-DKP

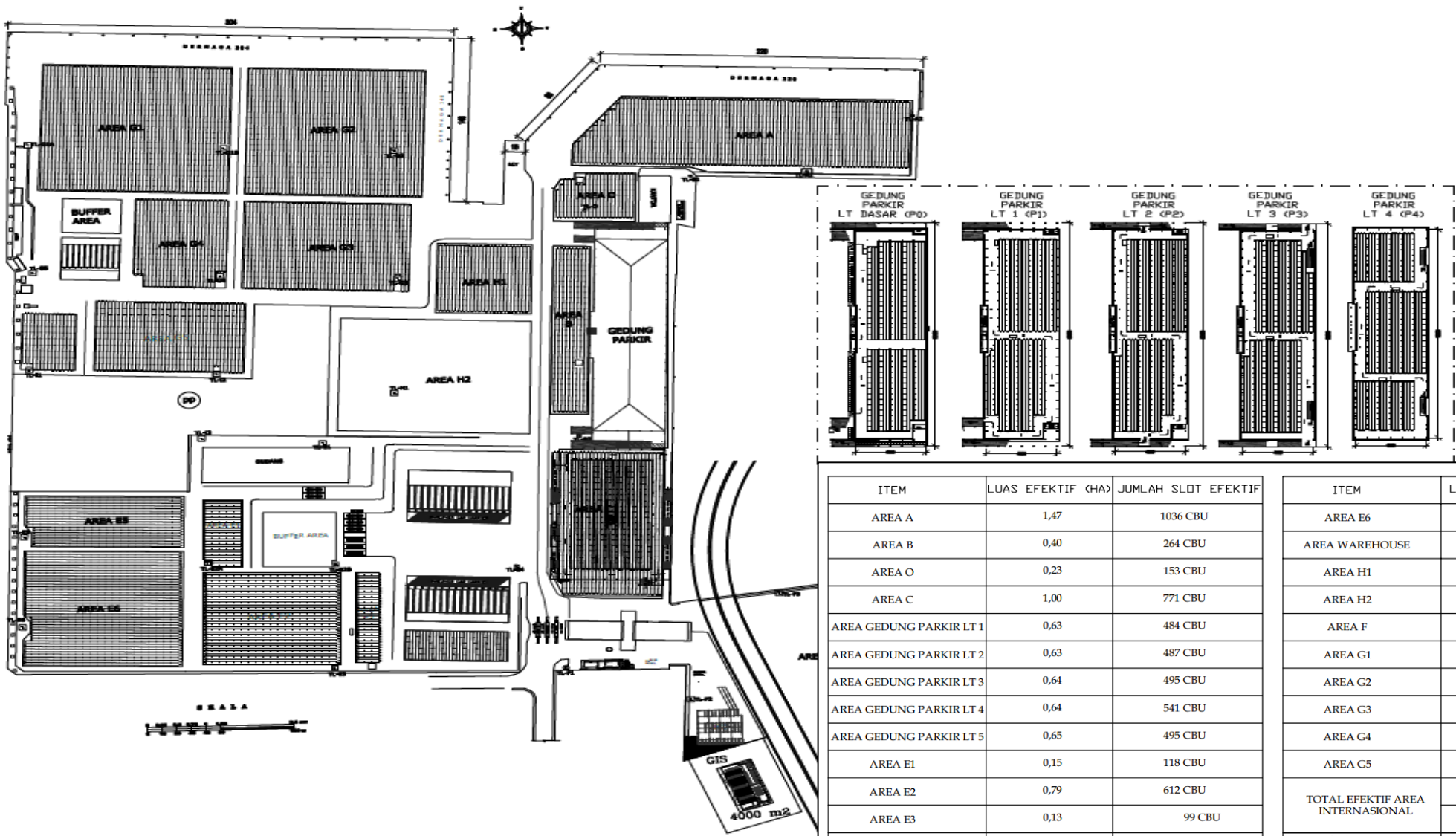
- Area : ± 1.8 Ha
- Capacity : ± 800 units
- Construction : Completed

Phase 2: Addition from ex-PP

- Area : ± 1.3 Ha
- Capacity : ± 1.000 units
- Construction : On going (Sep 2022)

Line Of Business - Positioning

Facilities



ITEM	LUAS EFEKTIF (HA)	JUMLAH SLOT EFEKTIF
AREA A	1,47	1036 CBU
AREA B	0,40	264 CBU
AREA O	0,23	153 CBU
AREA C	1,00	771 CBU
AREA GEDUNG PARKIR LT 1	0,63	484 CBU
AREA GEDUNG PARKIR LT 2	0,63	487 CBU
AREA GEDUNG PARKIR LT 3	0,64	495 CBU
AREA GEDUNG PARKIR LT 4	0,64	541 CBU
AREA GEDUNG PARKIR LT 5	0,65	495 CBU
AREA E1	0,15	118 CBU
AREA E2	0,79	612 CBU
AREA E3	0,13	99 CBU
AREA E5	0,50	371 CBU

ITEM	LUAS EFEKTIF (HA)	JUMLAH SLOT EFEKTIF
AREA E6	1,14	873 CBU
AREA WAREHOUSE	0,30	120 CBU
AREA H1	0,41	300 CBU
AREA H2	1,35	400 EQP
AREA F	1,50	150 EQP
AREA G1	1,51	1167 CBU
AREA G2	1,41	1098 CBU
AREA G3	0,91	714 CBU
AREA G4	0,50	385 CBU
AREA G5	0,84	561 CBU
TOTAL EFEKTIF AREA INTERNASIONAL	11,79	7219 CBU
TOTAL EFEKTIF AREA DOMESTIK	2,85	550 EQP
	5,17	3925 CBU