



MANAGEMENT PRESENTATION PERFORMANCE UPDATE

PT Indonesia Kendaraan Terminal Tbk
Jakarta, November 2021



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Auto Industry Performance

MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

Nov 2021



Indonesia Auto Industry Performance In Last 3 Years (9 Month)

Auto Sector (3 Years; CAGR 9M19 – 9M21)

Total of Vehicle Production : → -8,68%;

Total of Vehicle Sales : → -8,84%;

Total of Vehicle Import : → -19,01%;

Total of Vehicle Export : → -31,98%

CBU Production : -9,93%

Commercial Vehicle : -3,31%

CBU Sales : -10,05%

Commercial Vehicle Sales : -4,97%

CBU Import : -19,01%

CKD Set Import: -

CBU Export : -7,13%

CKD Set: -54,97%



Auto Industry Overview Performance In Last 5 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
TW II - 19	230,435	46,763	178,983	48,782	67,139	128,931	17,504	0
Smt I - 19	480,530	111,866	371,293	110,804	137,786	262,804	35,809	0
TW I - 20	260,449	67,563	183,637	53,253	78,576	16,262	13,552	0
TW II - 20	36,109	5,522	15,502	8,540	26,653	6,195	6,720	0
Smt I - 20	296,558	73,085	199,139	61,793	105,229	22,457	20,272	0
TW III -20	93,166	20,404	79,103	32,013	50,153	14,708	6,794	0
9M - 20	389,724	93,489	278,242	93,806	155,382	37,165	27,066	0
2020	551,426	138,750	389,266	143,141	232,175	56,586	35,173	0
TW I - 21	199,786	57,087	135,500	51,526	78,825	29,487	11,983	0
TW II - 21	208,115	49,571	155,687	50,753	68,377	23,469	12,431	0
Smt I - 21	407,901	106,658	291,187	102,279	147,202	52,956	24,414	0
TW III -20	222,808	57,087	177,345	56,726	60,209	22,072	13,086	0
9M - 20	630,709	163,745	468,532	159,005	207,411	75,028	37,500	0

Along with the impact of the Covid-19 Pandemic on the automotive industry, people's purchasing power decreased which resulted in a decrease in the selling power of CBU Vehicle Manufacturers.

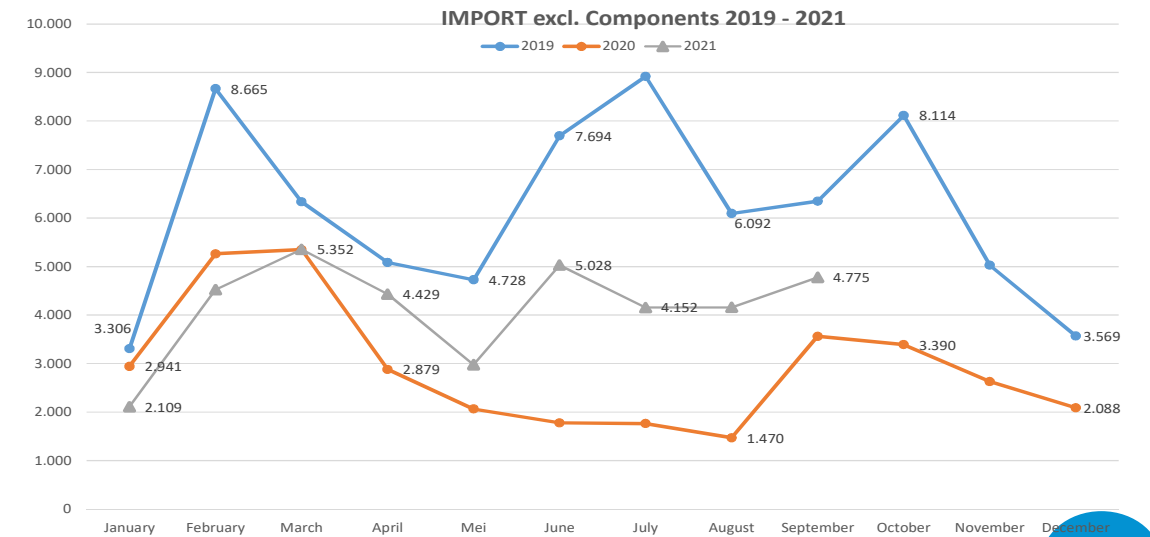
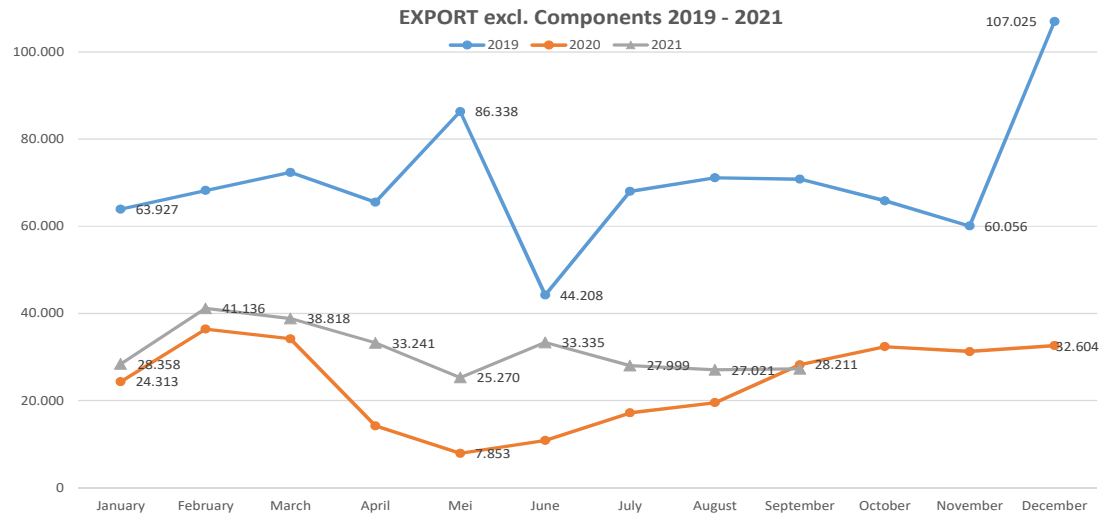
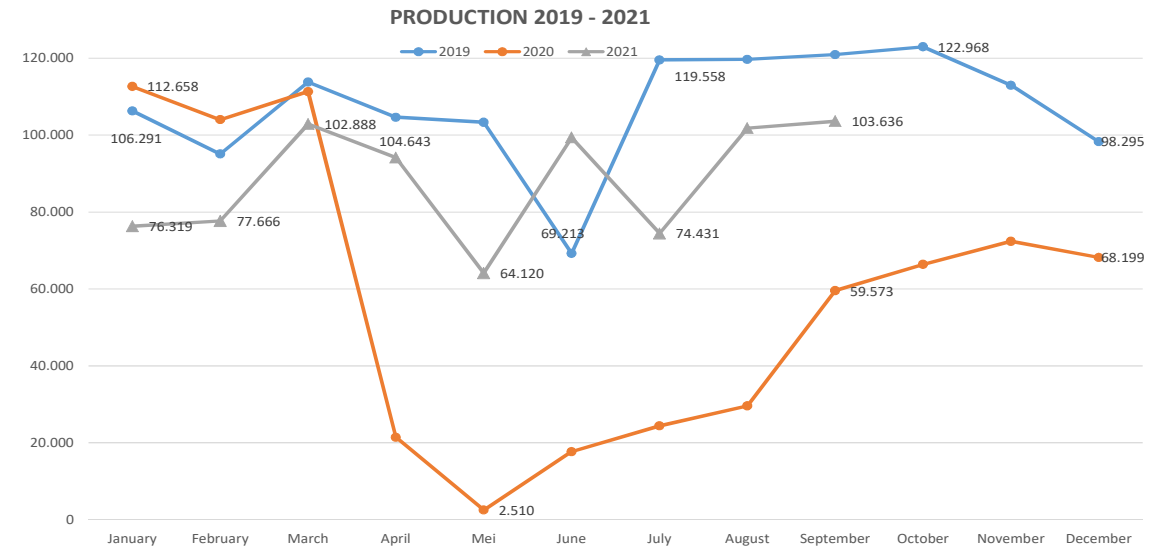
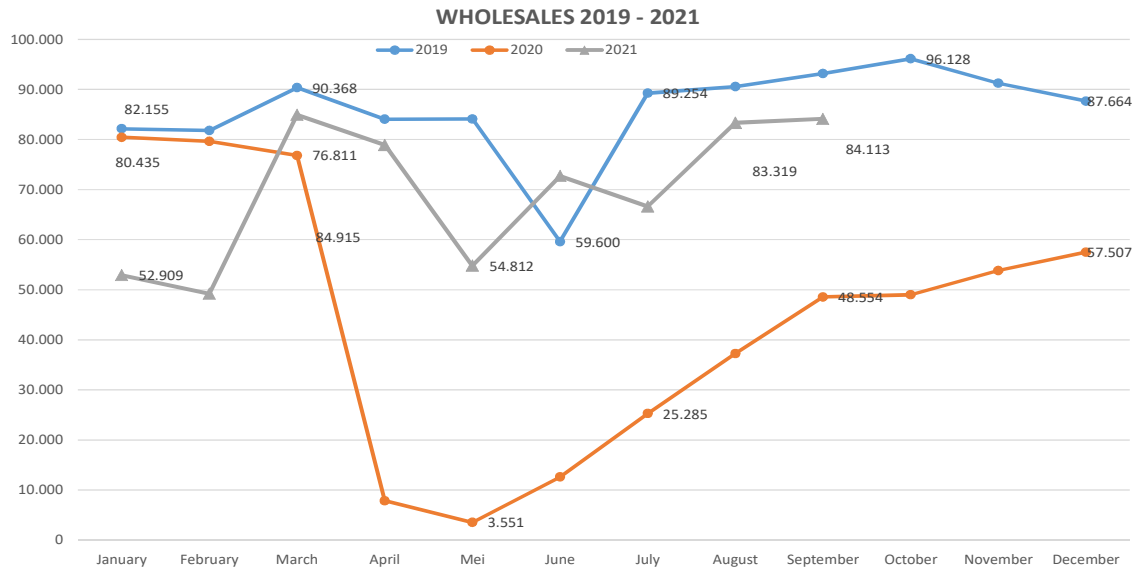
Entering the year of 2021, the Cars Sales began to recover gradually.

Both CBU export and import activities tend to decline along 2020 inline with Covid-19 Pandemic to Auto Industry. But, in the 9M period of 2021 the CBU export can surpass than same period in previous year.

CBU : Completely Built Up / Mobil Utuh

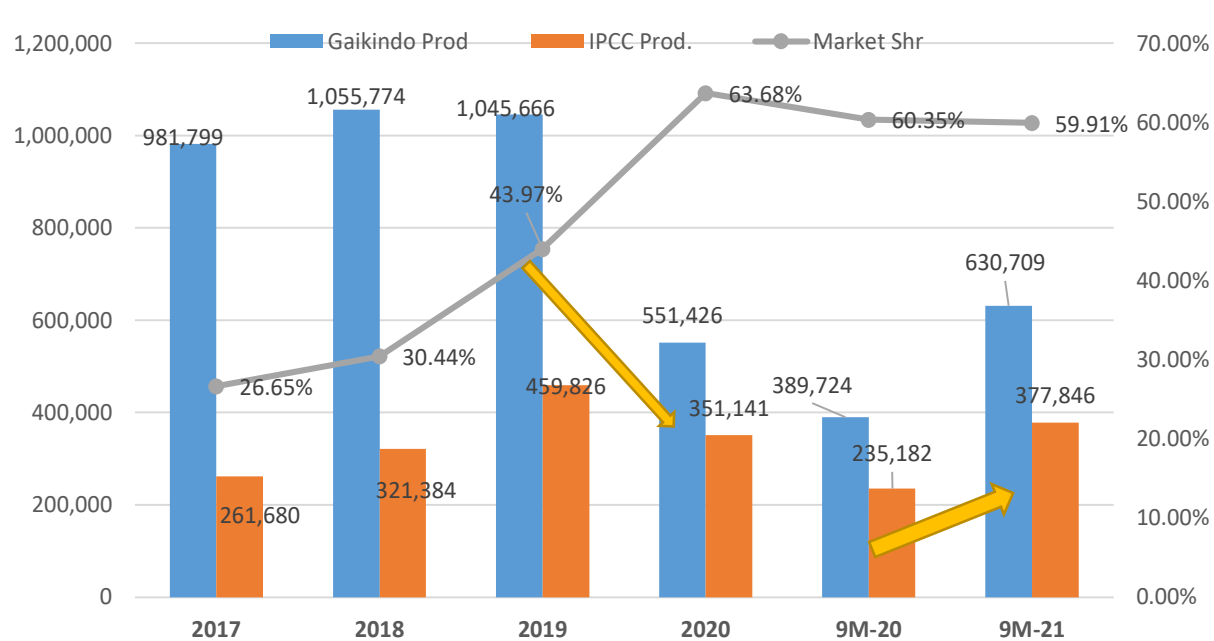
CKD : Completely Knock Down / mobil yang diekspor & diimpor dalam bentuk terurai.

Monthly Cyclical Auto Industry In Last 3 Years

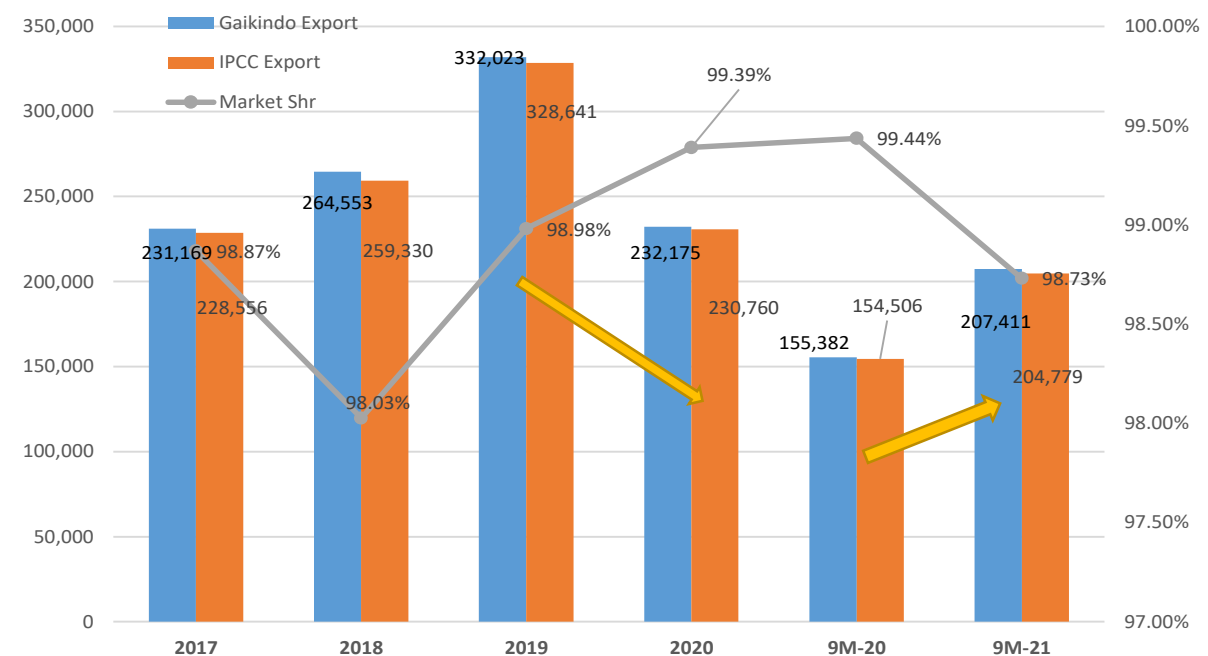


... Auto Performance Overview (9 Month).....

Comparison GAIKINDO - IPCC - PRODUCTION



Comparison GAIKINDO - IPCC - EXPORT



- At the end of 2020, the Indonesia CBU production has declined 47,27% compared to 2019 due to large-scale social restrictions implementation. CBU that handled by IPCC (2020) as much as 351k has turned down 23,17%. This number has 63,68% portion of total national production. In 9M-21, the CBU handled by IPCC has lifted up 44,93% and it's equal to 59,91% of total national production.
- While export handled by IPCC has turned down 29,78% in 2020. If we compare to GAIKINDO data, the numbers of CBU handled by IPCC close to GAIKINDO data. It means, that more of domestic CBU production is exported and handled through IPCC.

- In the last 4 years, The IPCC Terminal has become the main choice for CBU export activities, supporting export-oriented program by the Government of Indonesia.
- The difference in data between GAIKINDO dan IPCC due to some CBUs are exported via container services.



Company Overview

MANAGEMENT PRESENTATION

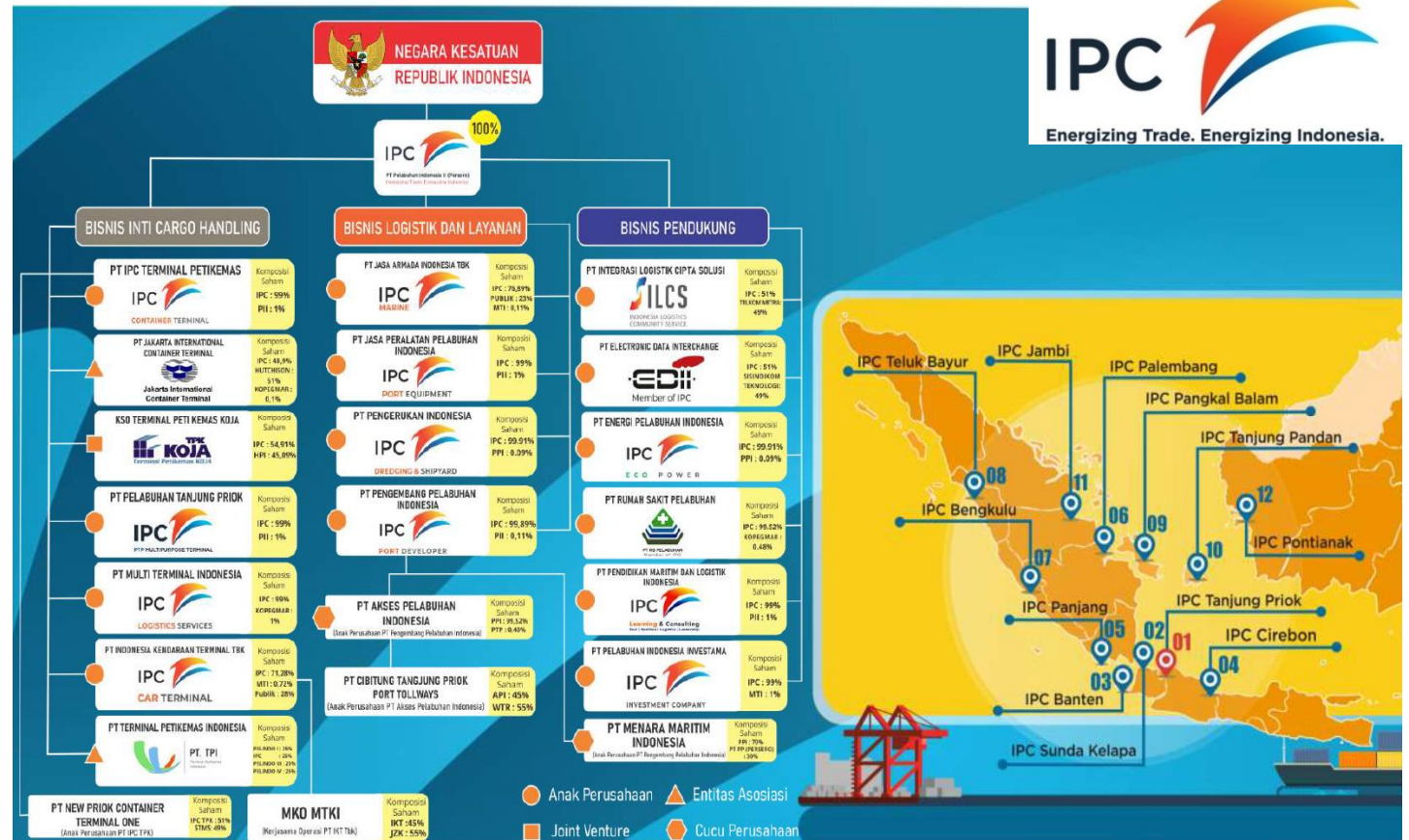
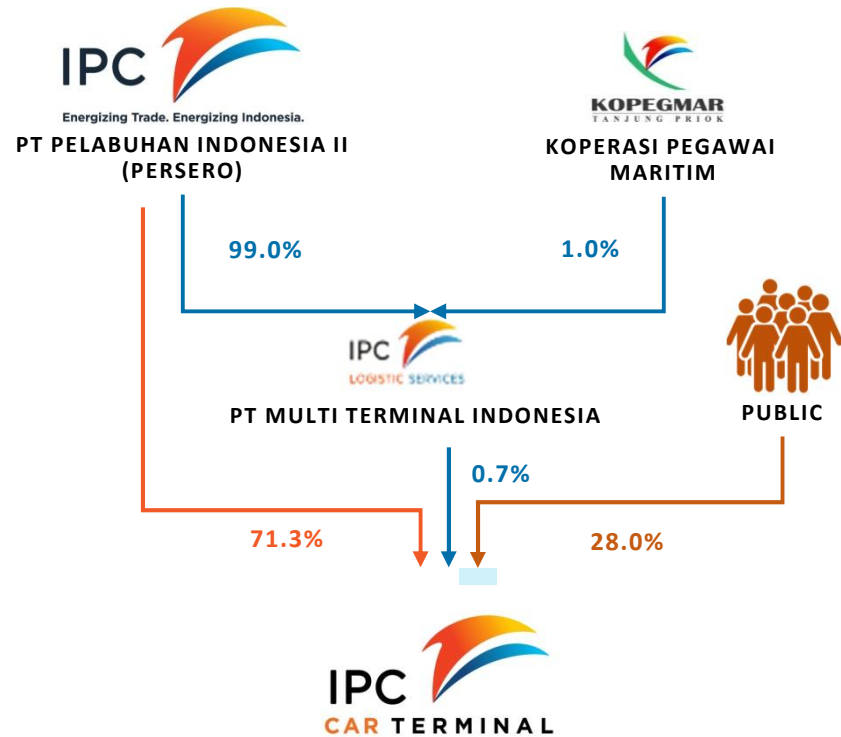
IPC CAR TERMINAL Tbk

Nov 2021



IPC Group And Subsidiaries

IPCC owned 71,3% by Pelindo 2 (IPC); 0,7% by IPC's subsidiary (MTI), and 28% by the public. IPCC is a part of 17 IPC's subsidiaries.



The total amount of outstanding share at 1.818.384.820 shares

IPCC Overview – Dedicated Car Terminal



Car terminal division was spun off as a Subsidiary. December 1st 2012 subsidiary (99% is owned by IPC, 1 % is owned by PT Multi Terminal Indonesia). Land area total became 16.9 ha, with a capacity of 400,000 vehicles per year.



On July 9, 2018 became a public company listed on the Indonesia Stock exchange (IDX). Total land area of 34,5 ha with a capacity of 780,000 vehicles a year.



2007

Completed construction of Tanjung Priok Car Terminal. Start Operations as a Division/ Strategic Business Unit (SBU) of PT Pelabuhan Indonesia II (Persero). Total area of 7.38 ha with a capacity of 200,000 vehicles a year



GOI instructed IPC to develop dedicated terminal to handle vehicles (cars, heavy equipments, trucks, buses and spareparts) in Tanjung Priok.

...IPCC at a glance

The journey of IPCC was started from Business Unit/Division to become Public Listed Company.

IPCC Terminal, focused in automotive loading-unloading such as CBU, HE, Truck, Bus, and spareparts.

Customer Centric, Integrity, Nationalism, Team Work, Action (CINTA)

Transformed to:

Amanah, Kompeten, Harmonis, Loyal, Adaptif dan Kolaboratif (AKHLAK)

IPCC Overview – Dedicated Car Terminal

Strategic architect & Concession Owner

Regional coordinator

Business Owner

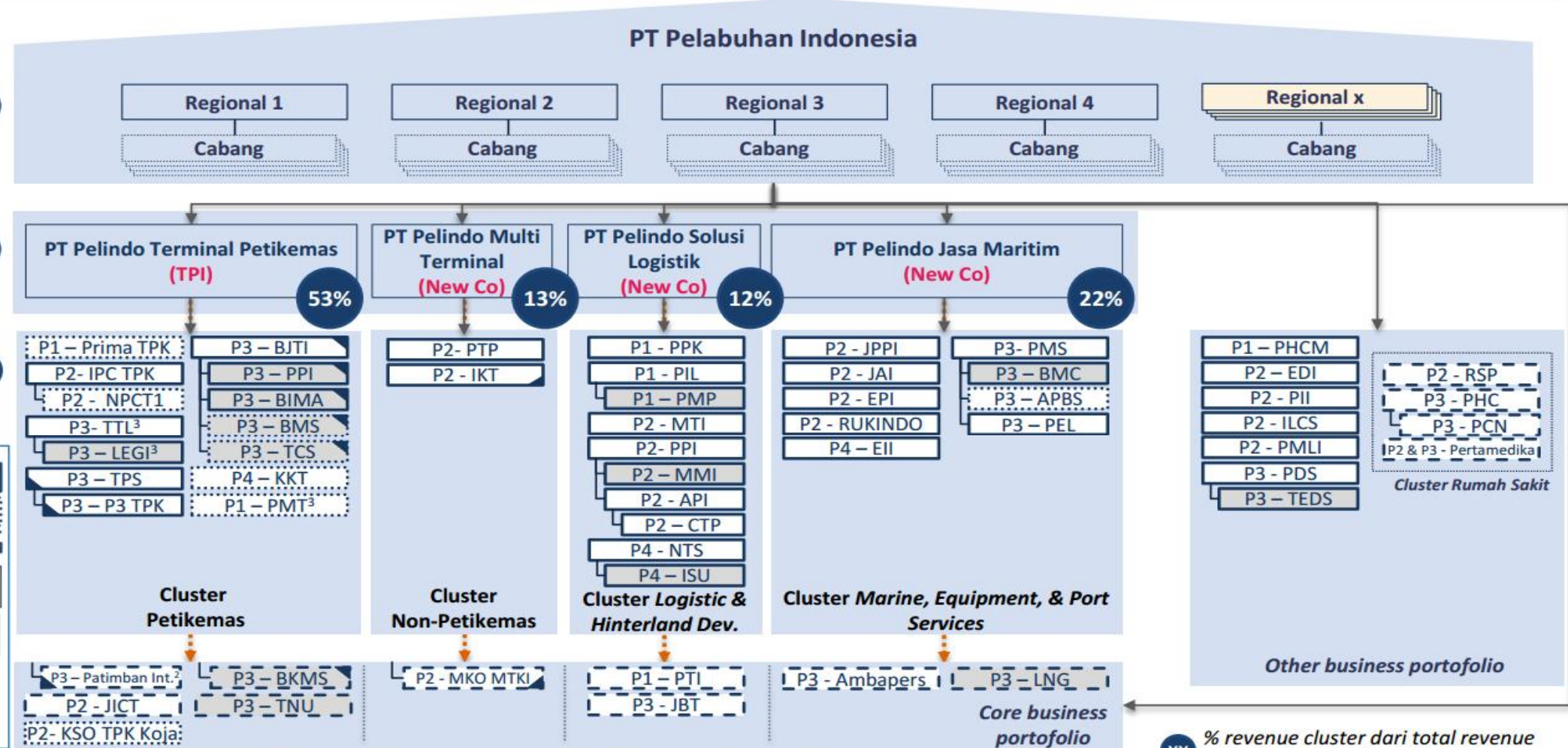
Business Operator

Legend

- Anak perusahaan¹
- JV majority
- JV minority
- Berdasarkan hasil kajian lebih lanjut
- as-is/ re purpose/ opsi lain sesuai hasil kajian

➔ Oversight
➔ Arahan strategis & kontrol

1) Saham dimiliki oleh Pelindo Group & koperasi, 2) PT Pelabuhan Patimban Internasional merupakan entitas baru di tahun 2021 dimana bergerak di dua bidang yaitu Petikemas dan Non Petikemas 3) Alokasi klaster di PK/NPK akan dikaji lebih lanjut
Sumber: Data Pelindo I-IV, Analisis BCG



XX % revenue cluster dari total revenue 2020 (subsidiary & JV, tanpa portfolio)

Board of Commissioner & Board of Director

Based on EOGM June 14th 2021



Right to Left : Commisioner: Dwijanti Tjahjaningsih; Independent Commisioner: LM. Arya Bima Yudiantara;
Independent Commisioner: Abdur Rahim Hasan

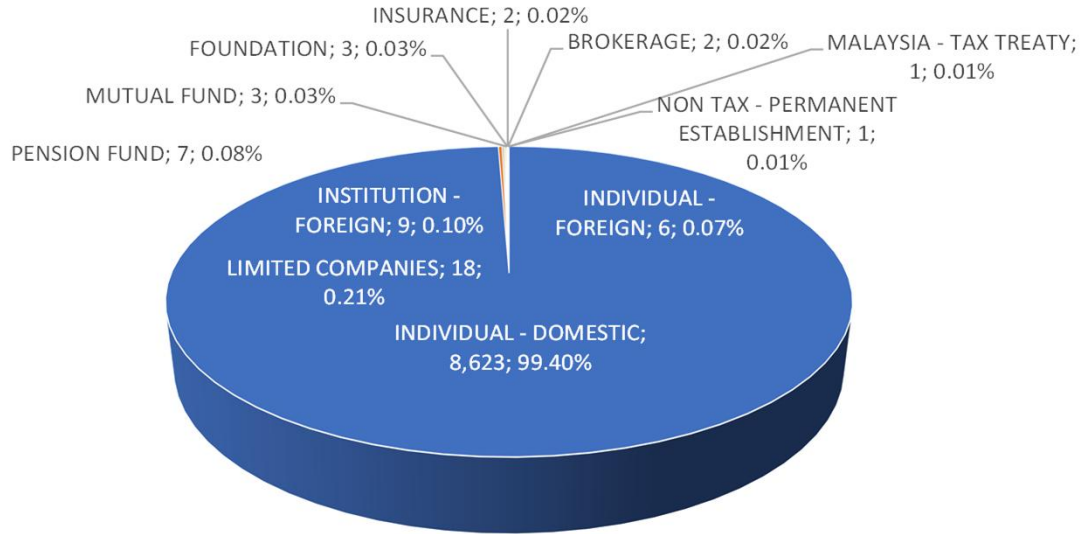
Left to Right : Director of Finance & Human Capital: Feri Irawan; Director of Operation & Technical: Andi Hamdani; President
Director: Rio Theodore Natalianto Lasse; and Director of Commercial & Business Development: Agus Hendrianto

Stock Performance

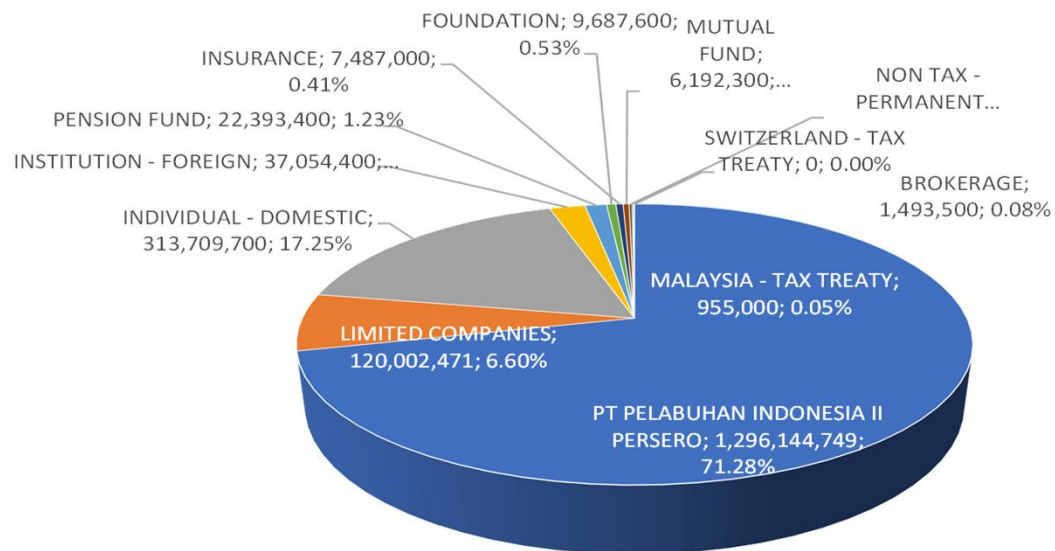


The Ownership of IPCC's Shares

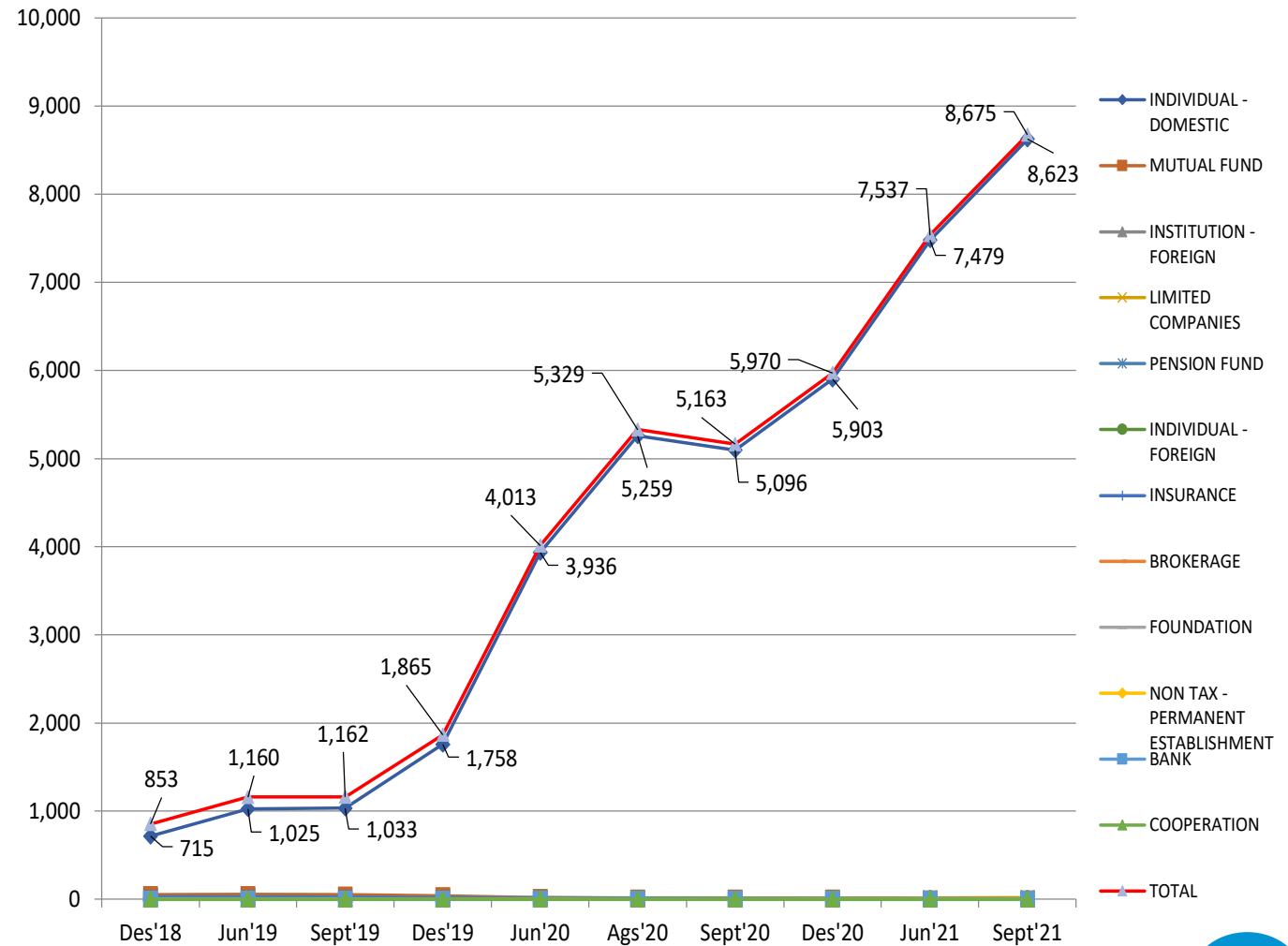
Amount Of IPCC Shareholders Sept' 2021



Number Of IPCC Shares Sept' 2021

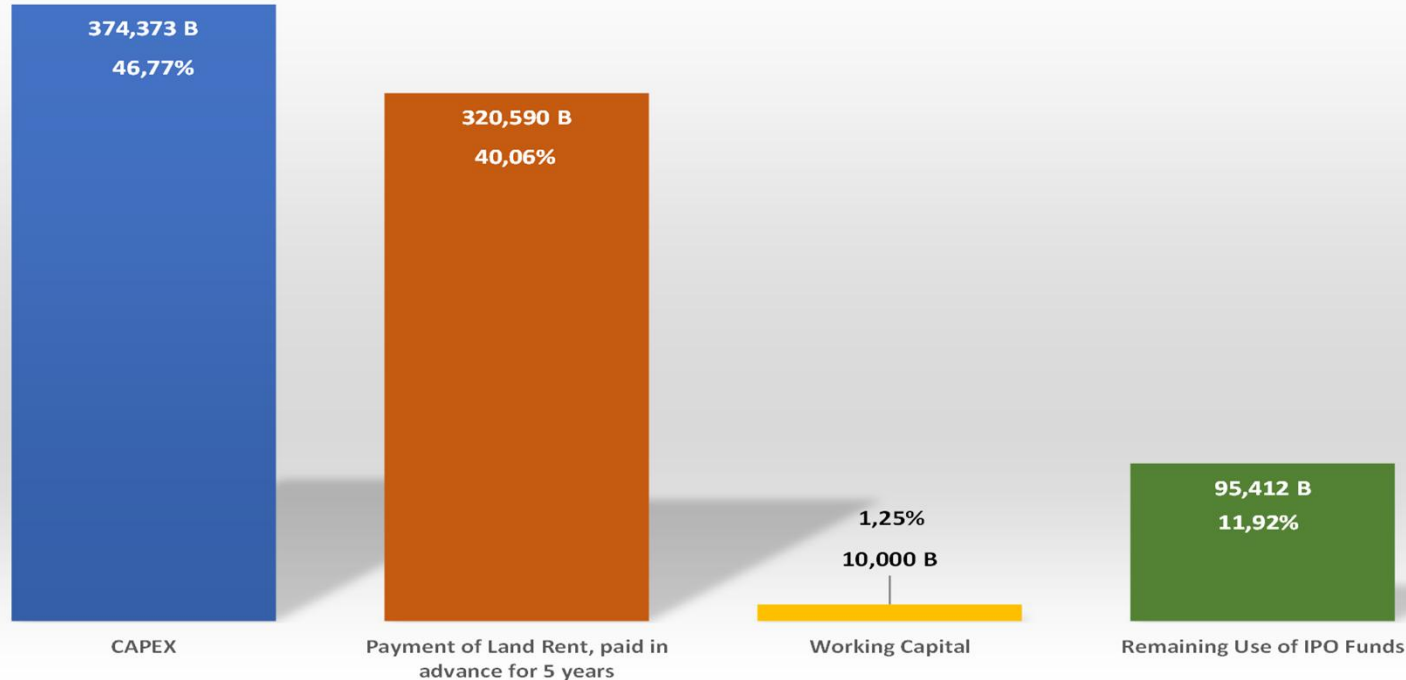


Amount Of IPCC Shareholders Sept 2021



The Use Of IPO's Fund Proceeds Until The End Of Sept - 2021

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 September 2021 :

Capital Expenditure : Rp374,37 billion

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

Working Capital: Rp10 billion

Rest of IPO's Fund : Rp95,41 billion for the others investment needed in the future.



Line Of Business



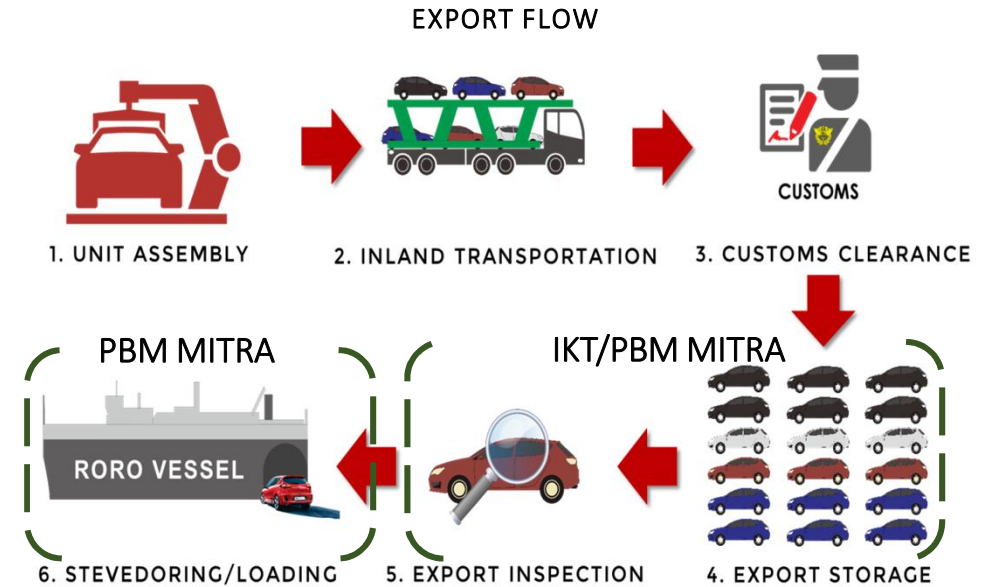
1. TERMINAL HANDLING

Terminal Cargo Handling for Automotive, Heavy Equipments & Spareparts



2. VALUE ADDED SERVICES

Vehicle Processing Service (VPC), Equipment Processing Service (EPC), Road Freight Services.



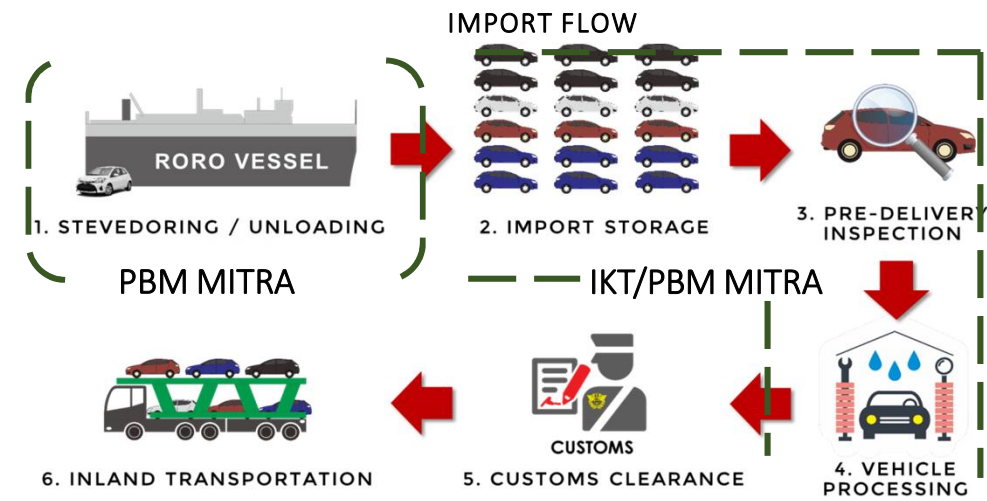
IPCC EFFORTS IN MAINTANING QUALITY

Operational excellence through firm process & technology

Strategic Partnership in the development of Car Terminal Business

Business diversification, vertical integration, and tailor-made services

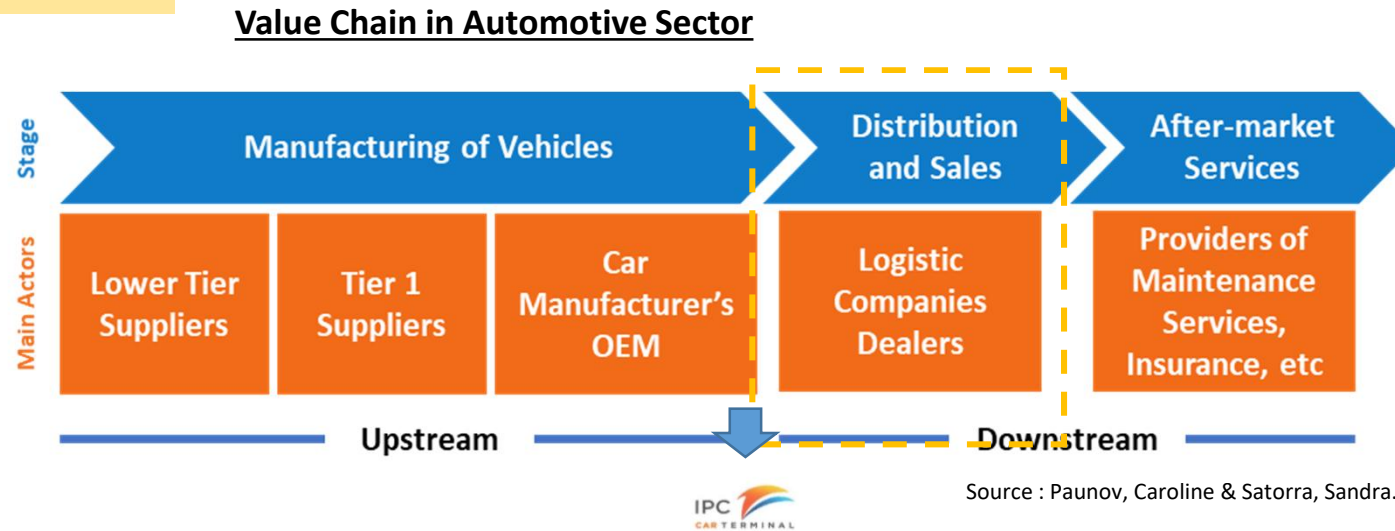
Highly skilled human capital in managing the Terminal



Line Of Business - Positioning

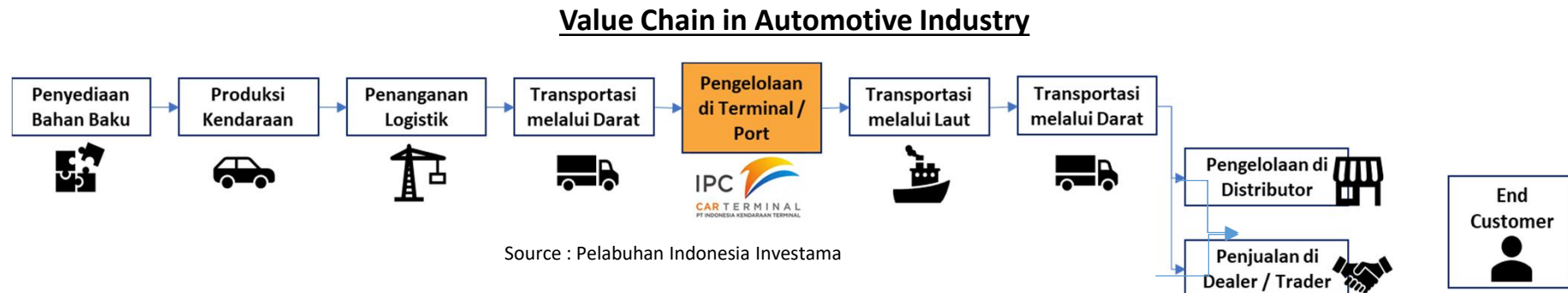
The position of IPCC in Automotive industry is on the distribution activities series and vehicle sales. Therefore, IPCC is part of value-adding vehicle which in the middle of automotive value chain.

Value Chain in Automotive Sector



Source : Paunov, Caroline & Satorra, Sandra. (2019). HOW ARE DIGITAL TECHNOLOGIES CHANGING

IPCC Position in Automotive Sector



Source : Pelabuhan Indonesia Investama

Line Of Business - Positioning

Facilities

Berth 1



Berth 1
(Internasional Terminal)
Length : 88 m
Depth : -6 mLWS

Berth 4



Berth 4
(Domestic Terminal)
Length : 148 m
Depth : -8 mLWS

Berth 2



Berth 2
(Internasional Terminal)
Length : 220 m
Depth : -12 mLWS

Berth 5



Berth 5
(Domestic Terminal)
Length : 304 m
Depth : -12 mLWS

Berth 3



Berth 3
(Domestic Terminal)
Length : 15 m
Depth : -6 mLWS

Berth 6 (Ex-President)

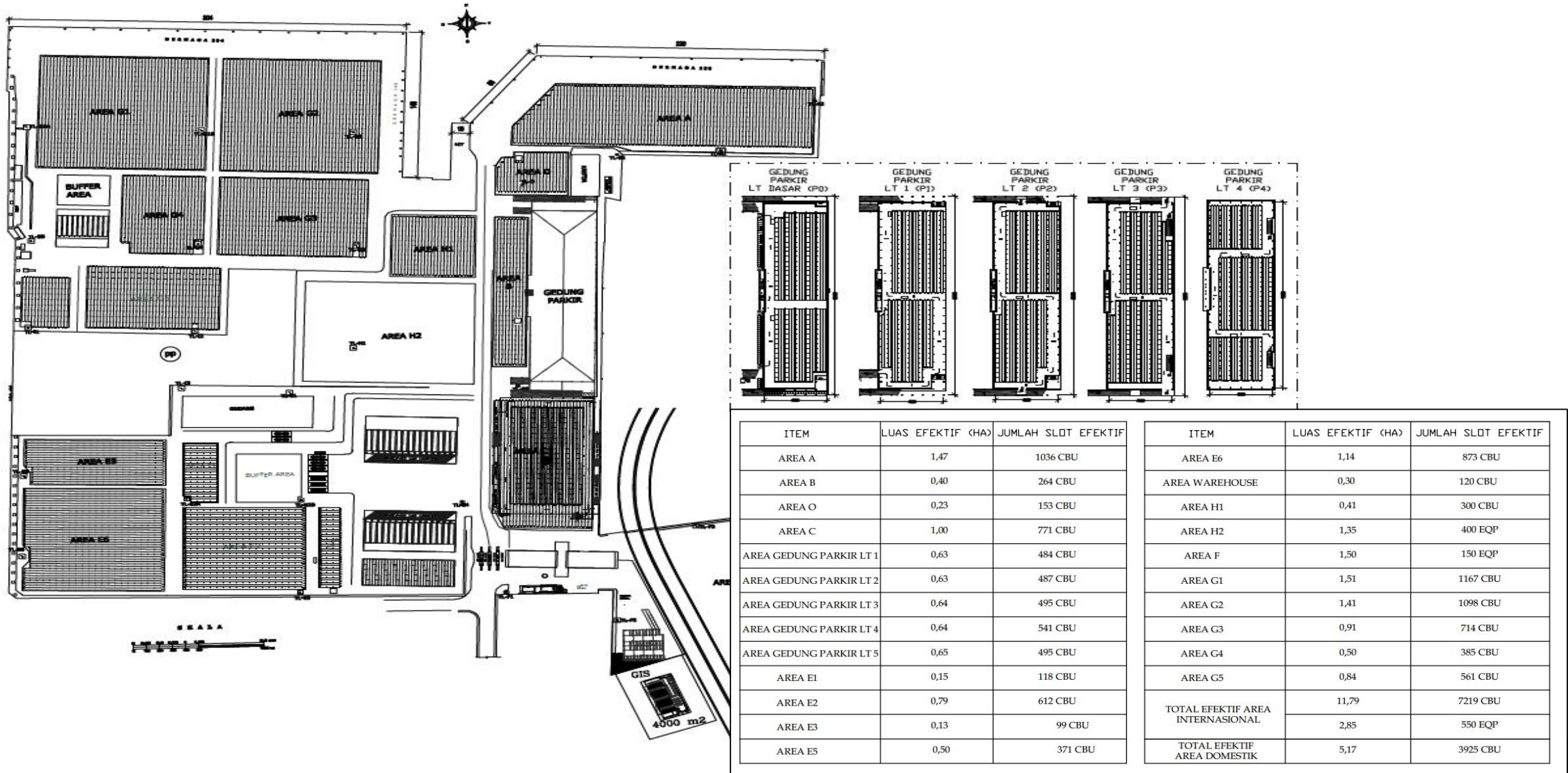


Berth 6
(Domestic Terminal)
Length : 196 m
Depth : -10 mLWS

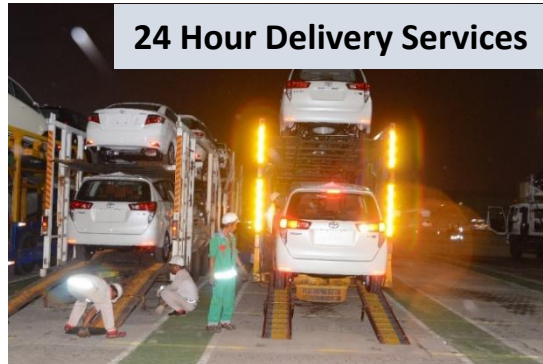
Line Of Business - Positioning Facilities



Line Of Business - Positioning Facilities



Loading & Unloading Activities



Operational Overview

MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

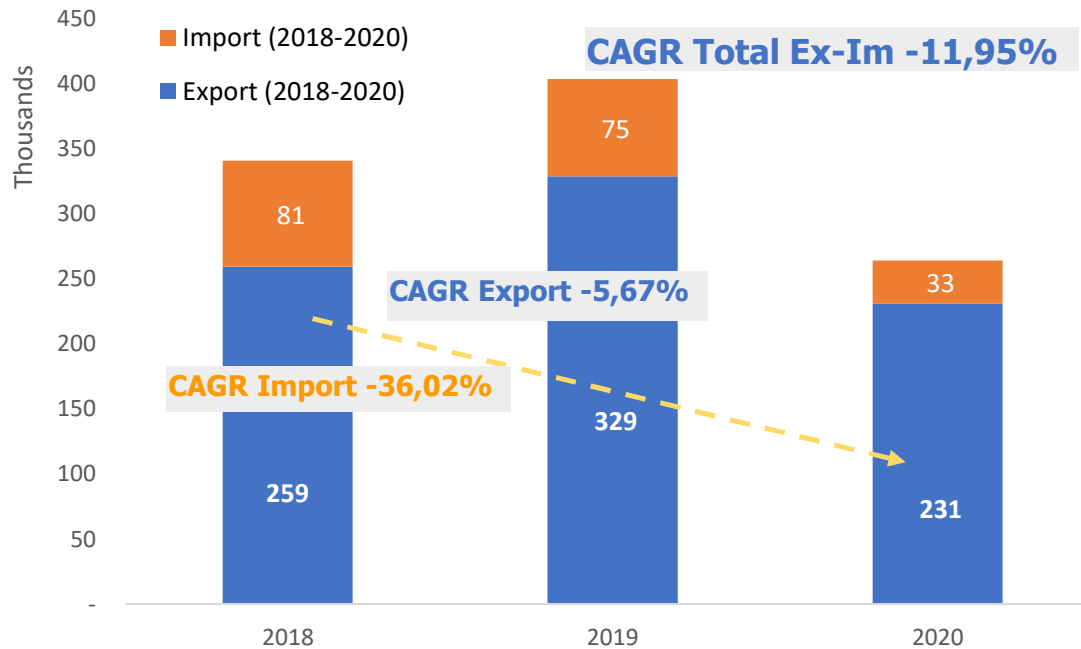
Nov 2021



IPCC's Cargo Historical – Last 3 Years

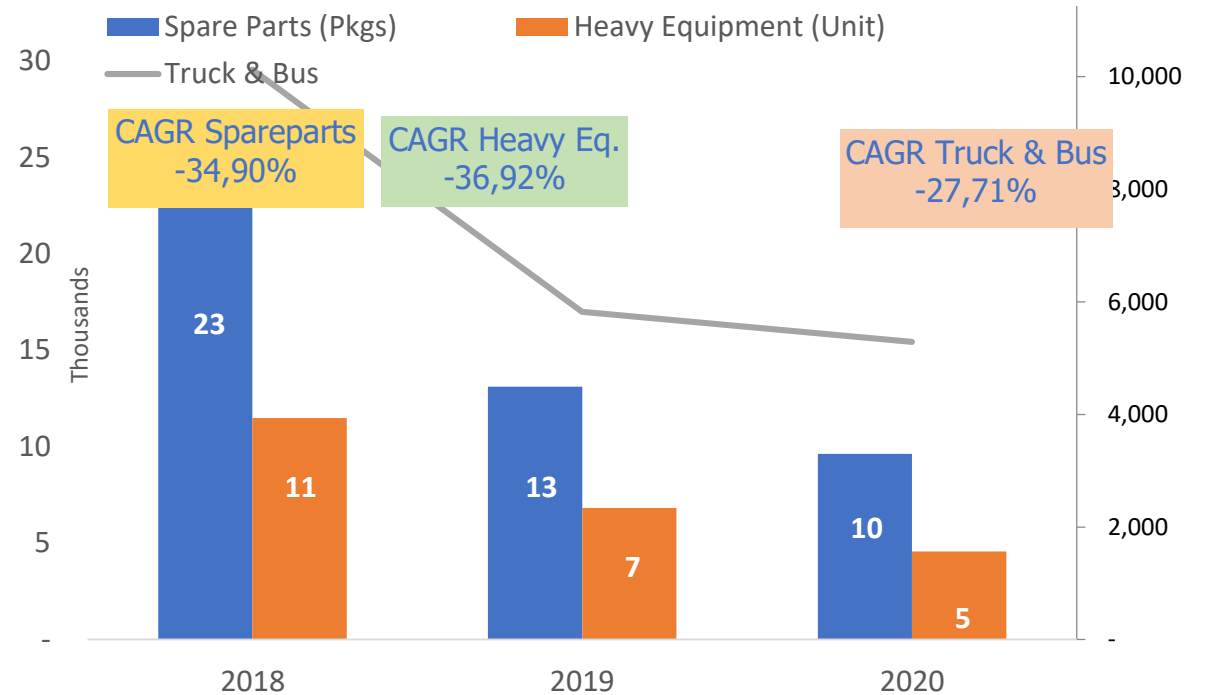
IPCC Export – Import (CBU)

Indonesia CBU Ex-Im (2018-2020) in IPCC



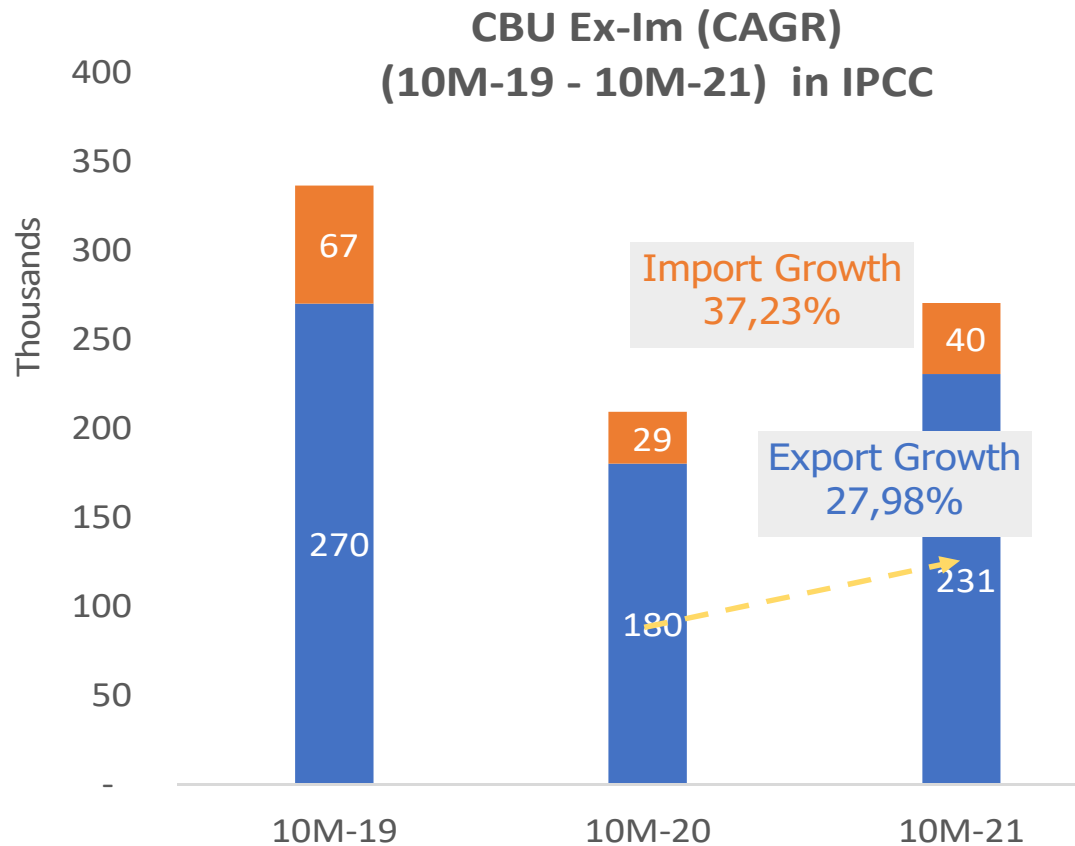
The CAGR amount of CBU Ex-Im in 2018-2020 at -11,95%. In details, the CAGR of export at -5,67%. Eventhough, recorded at minus but much better than CAGR import at -36,02%

IPCC Heavy Equipments, Trucks, Buses & Spareparts

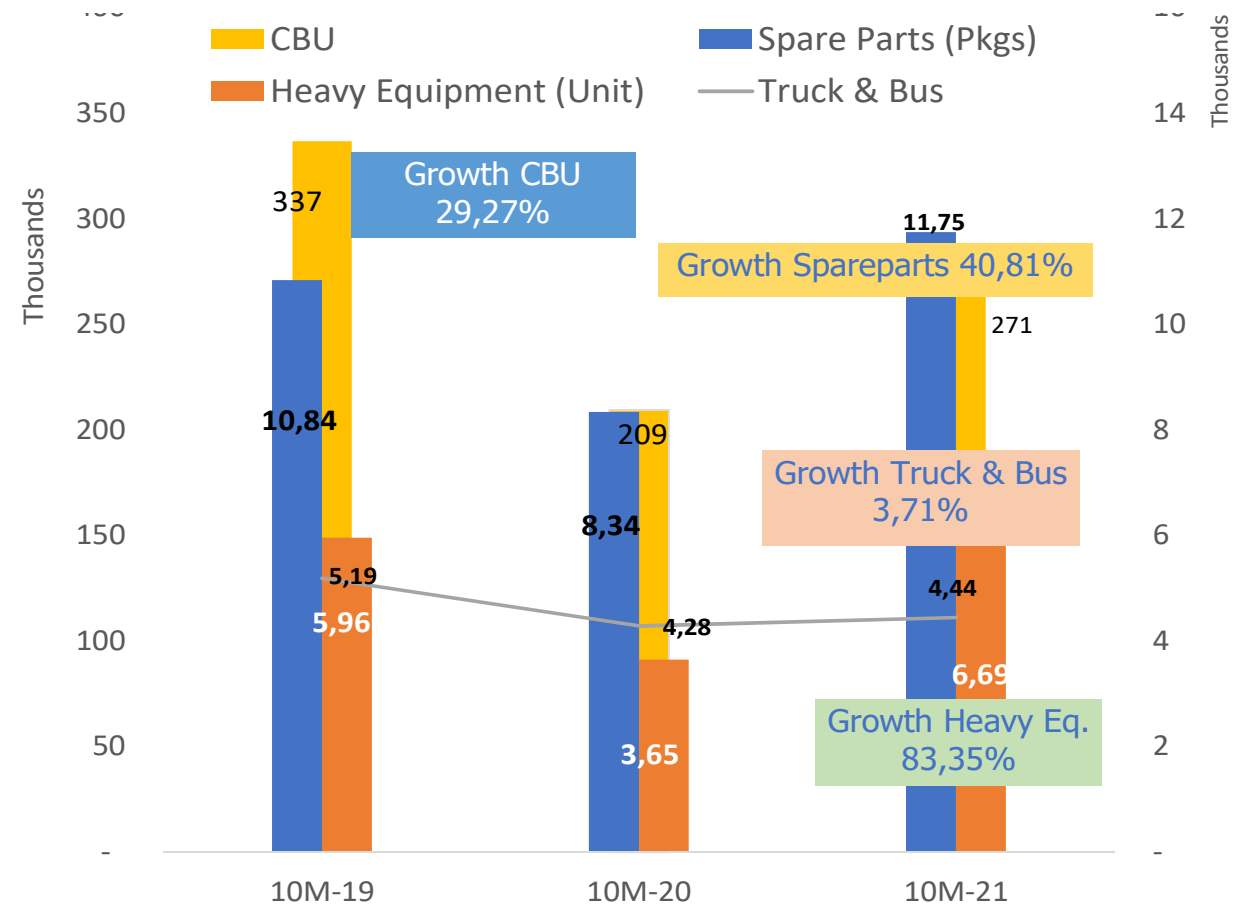


The CAGR of Heavy Equipment, Trucks & Buses, & Spareparts throughput has showed a decline in the last 3 years along with slowing demand in the mining, infrastructure, construction, plantation and forestry sectors.

IPCC's Cargo Historical – 9 Month



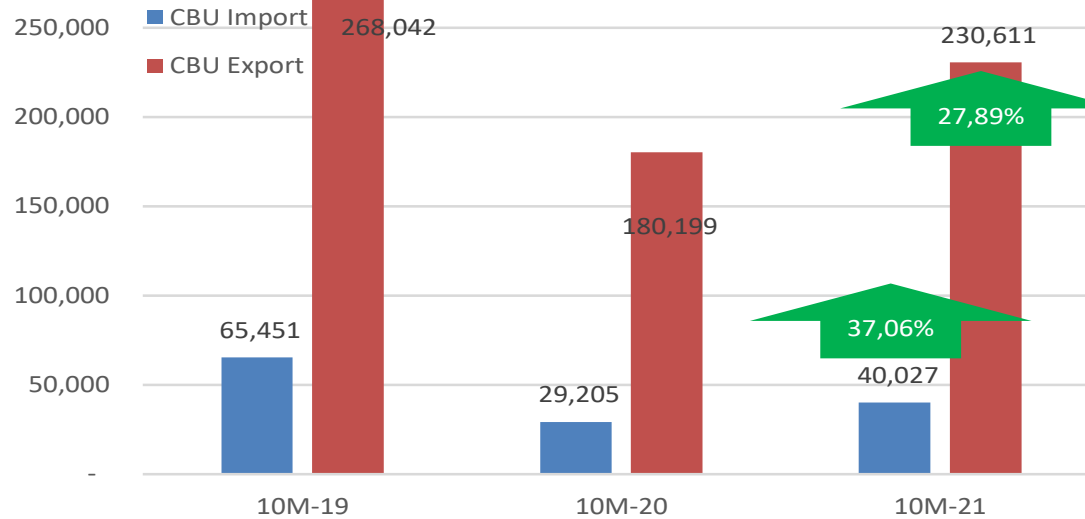
The total amount of CBU handled in Int'l Terminal looks like decrease along 3 years in 10 month period. But, in the 10M-21 period was much better compare to 10M-20 period which lift up 29,27% to 337k unit. The CBU export in 10M-21 could lift up 27,98% YoY and import was up to 37,23% compare to 10M-20 period.



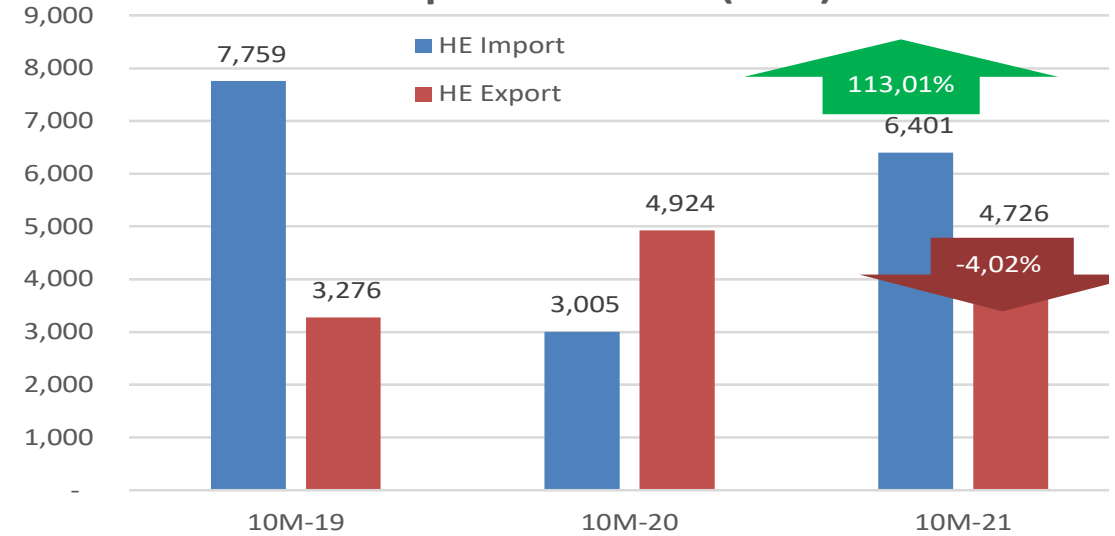
The total amount of Heavy Equipment, Trucks & Buses, & Spareparts throughput has showed a decrease in 9M along 3 years period. But if we compare between 10M-21 and 10M-20 growth was average much better. HE was up 83,35% YoY; Truck & Buses up 3,71%, and Spareparts sharp increase 40,81%

Details of IPCC Cargo In International Terminal – Historical In Last 3 Years & 10M Periods

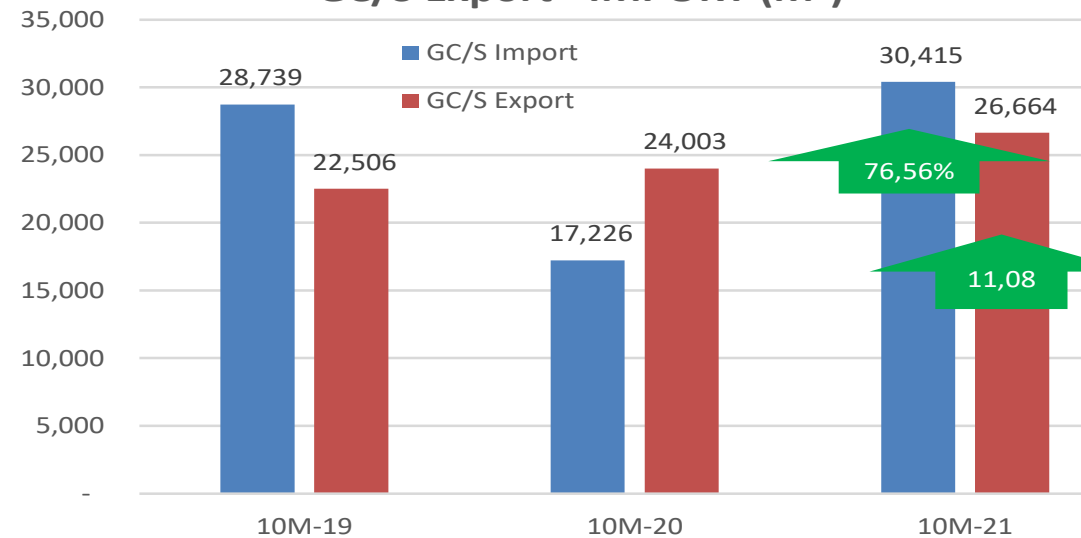
CBU Export - IMPORT (Unit)



HE Export - IMPORT (Unit)

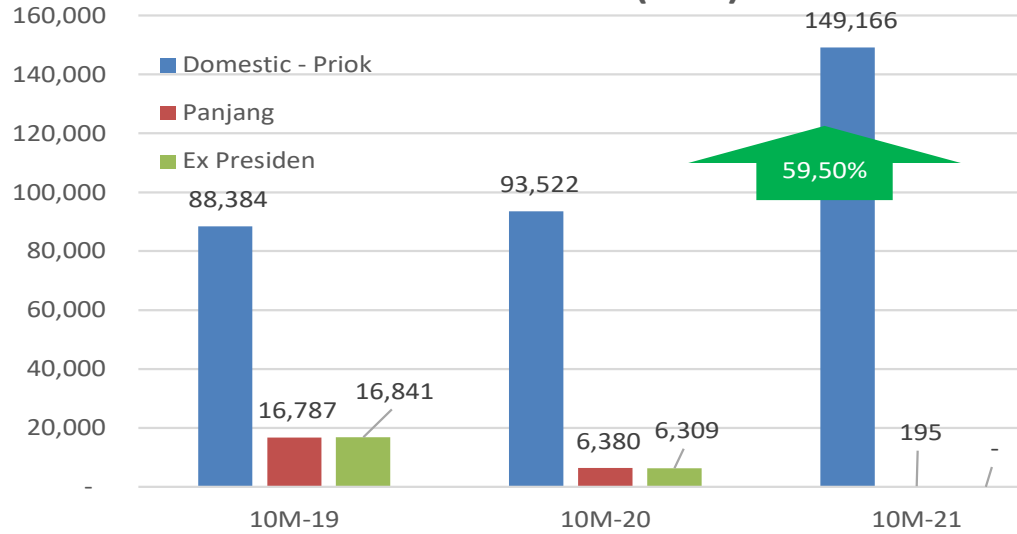


GC/S Export - IMPORT (M³)

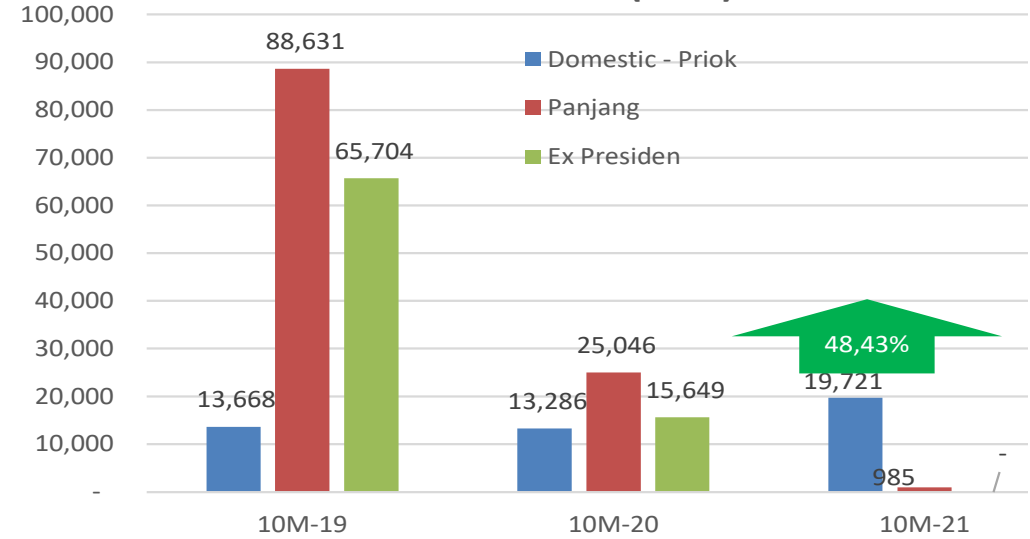


Details of IPCC Cargo In Domestic Terminal – Historical In Last 3 Years & 10M Periods

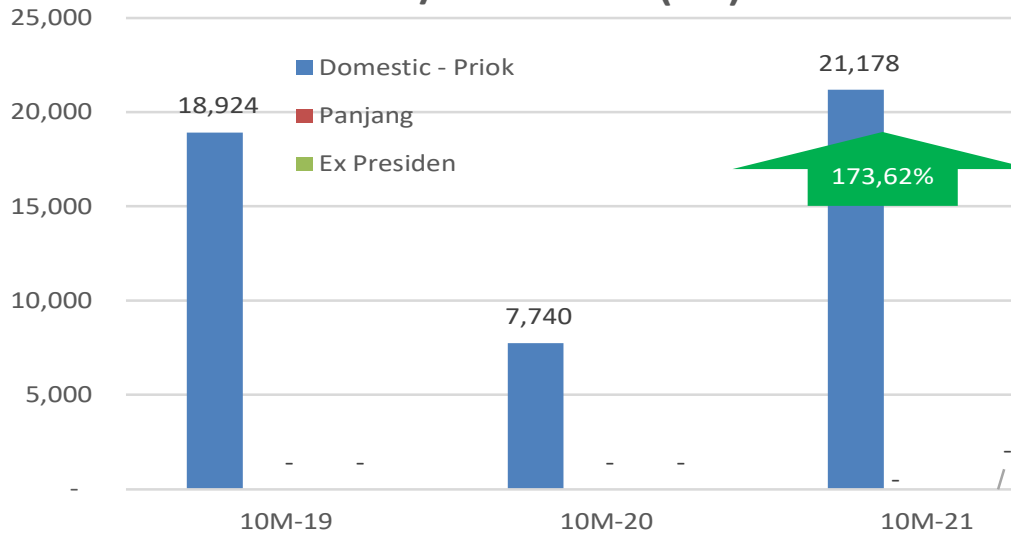
CBU Domestic (Unit)



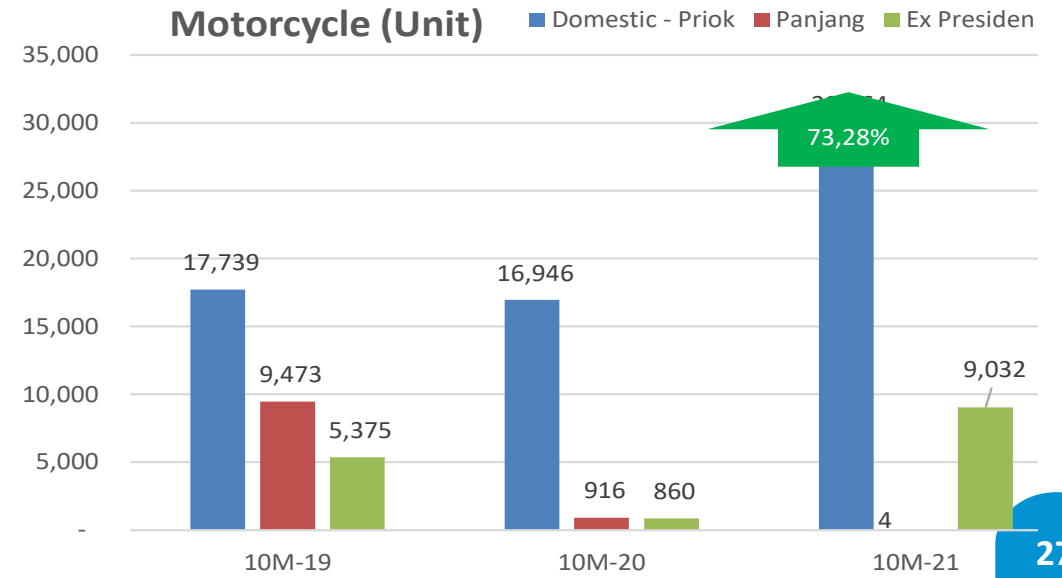
HE Domestic (Unit)



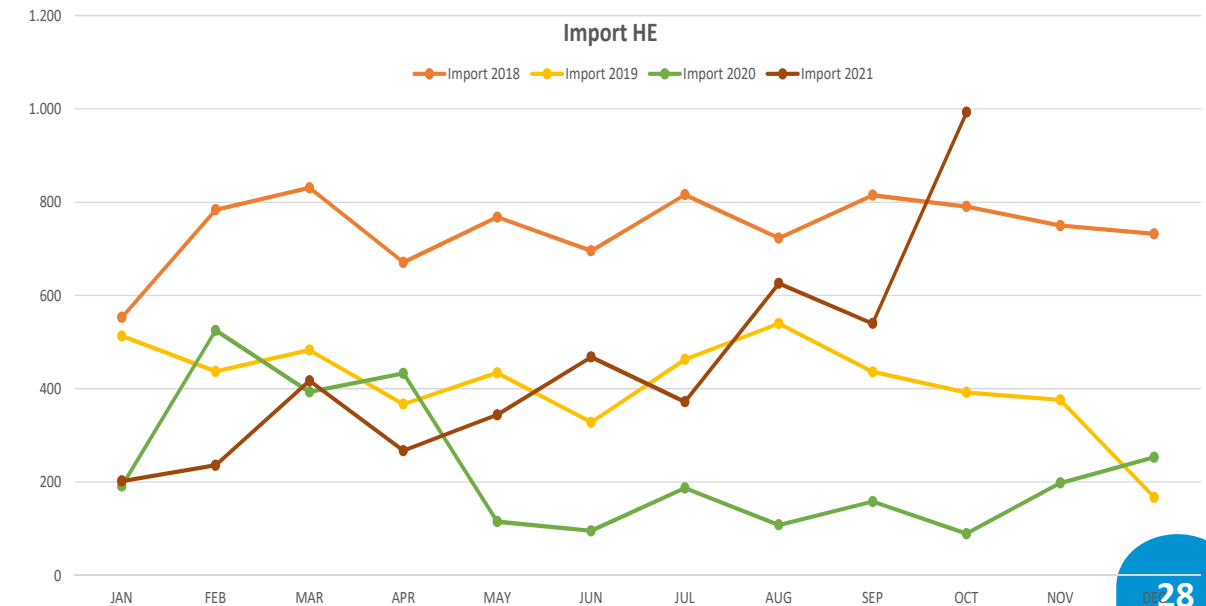
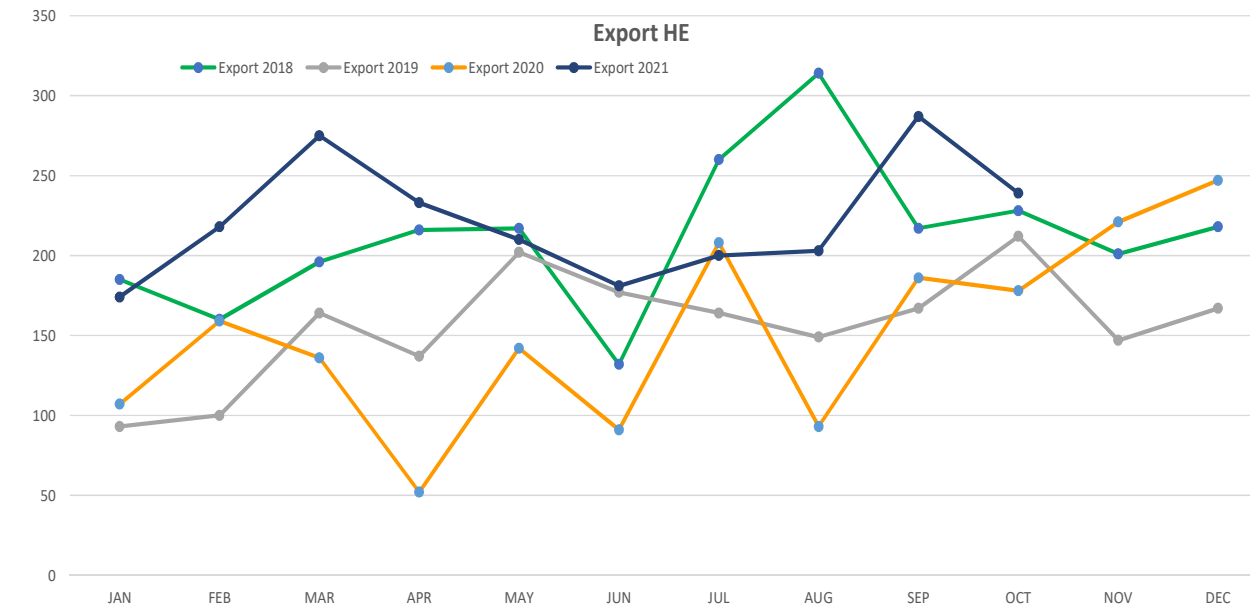
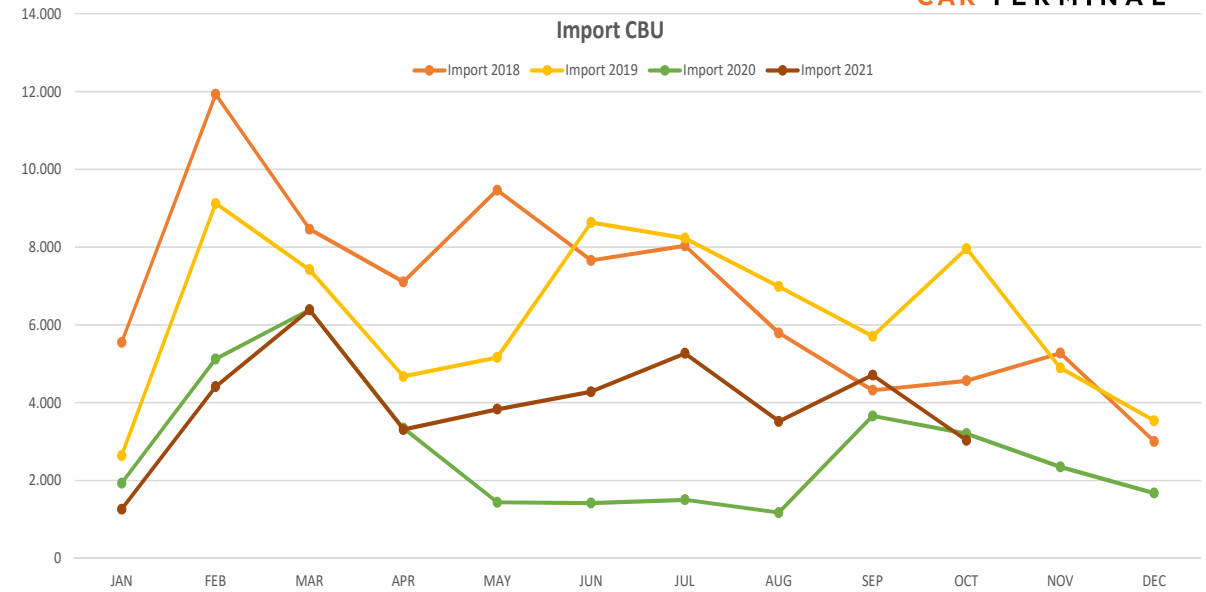
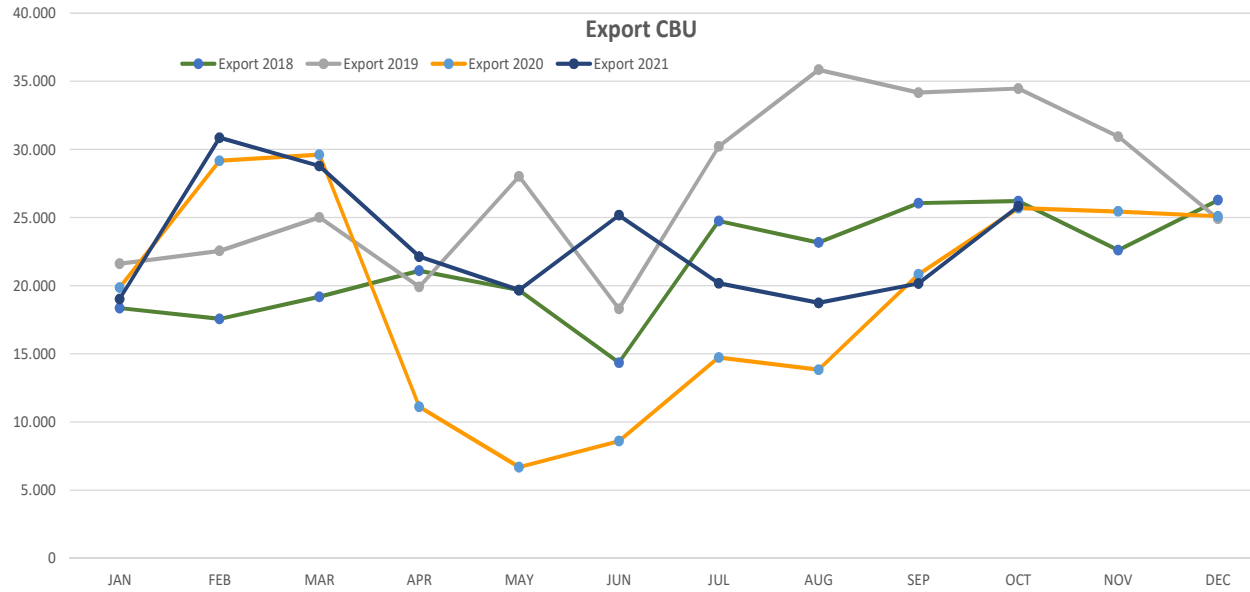
GC/S Domestic (M³)



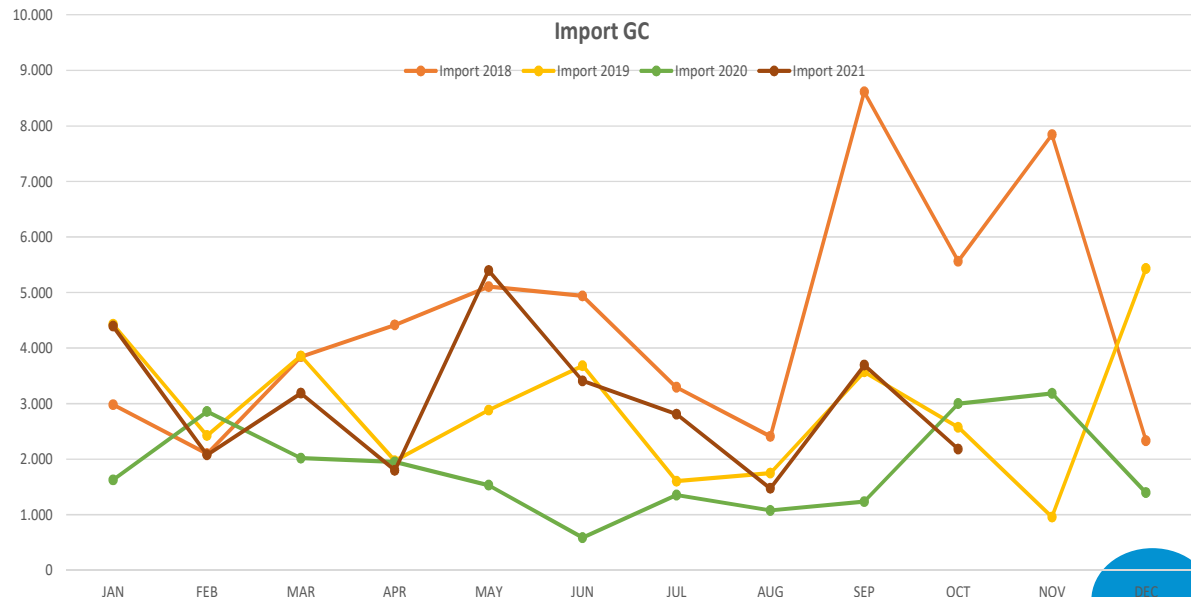
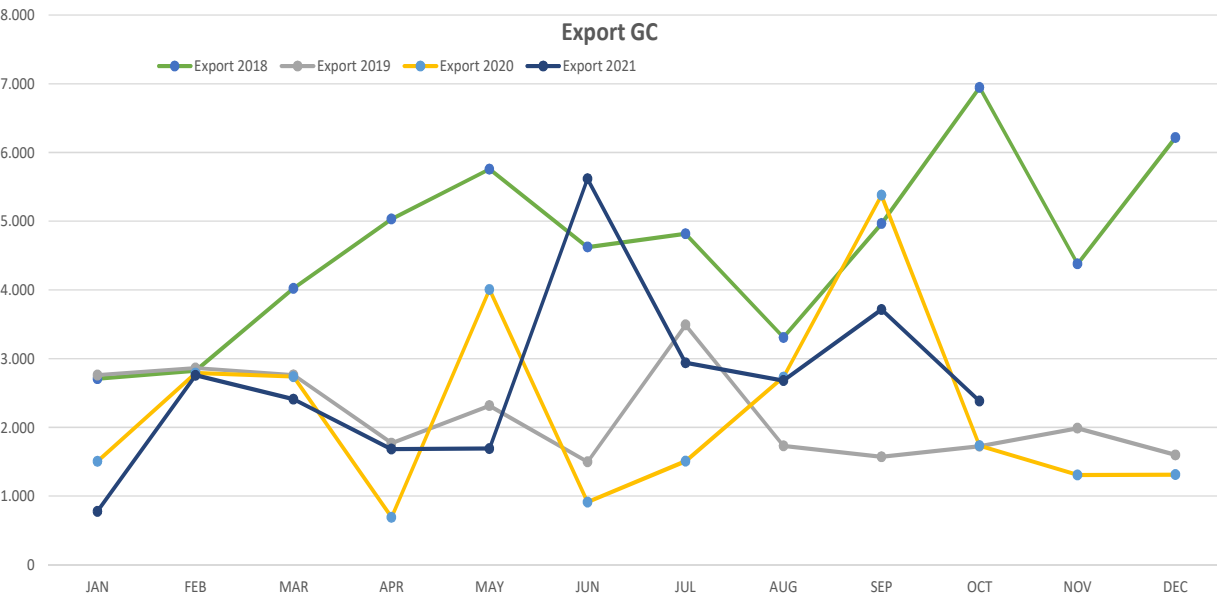
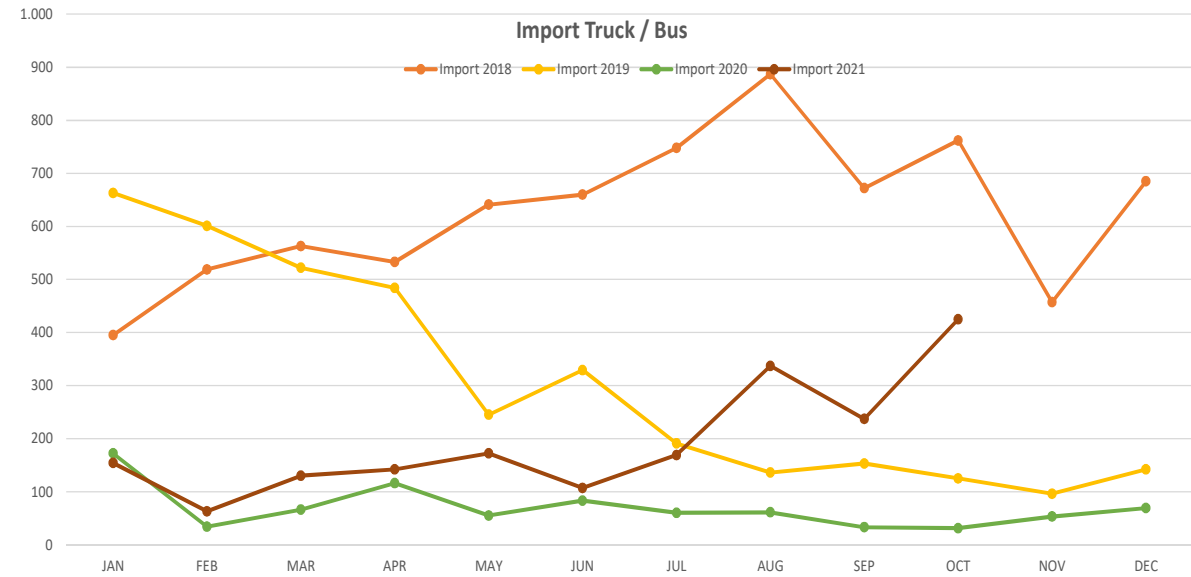
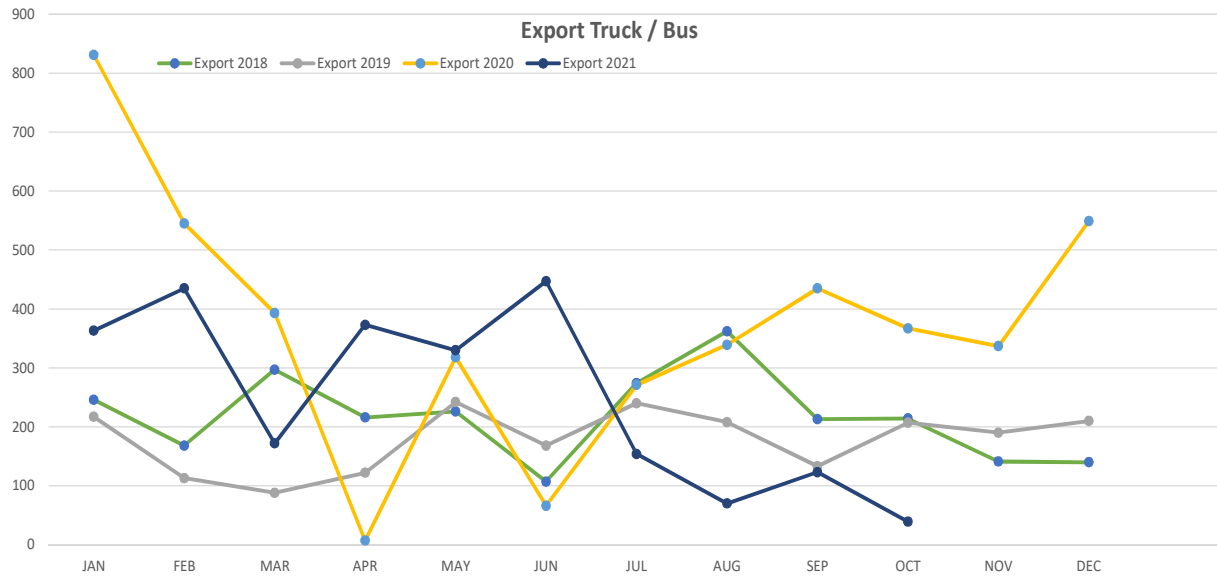
Motorcycle (Unit)



Monthly Cyclical of IPCC Cargo – Historical



Monthly Cyclical of IPCC Cargo – Historical



Financial Overview

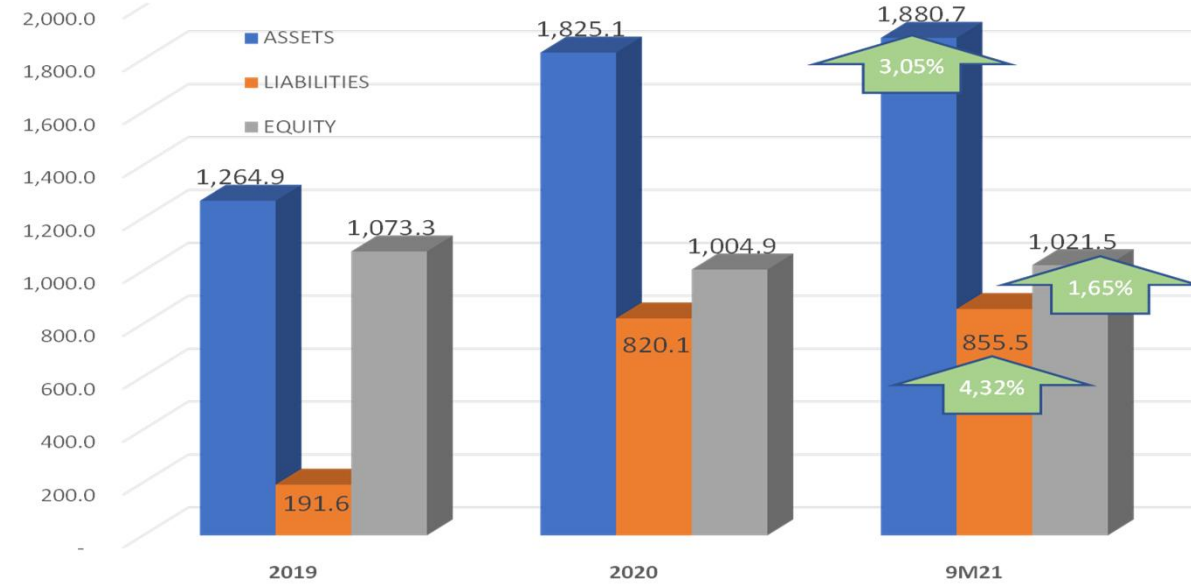
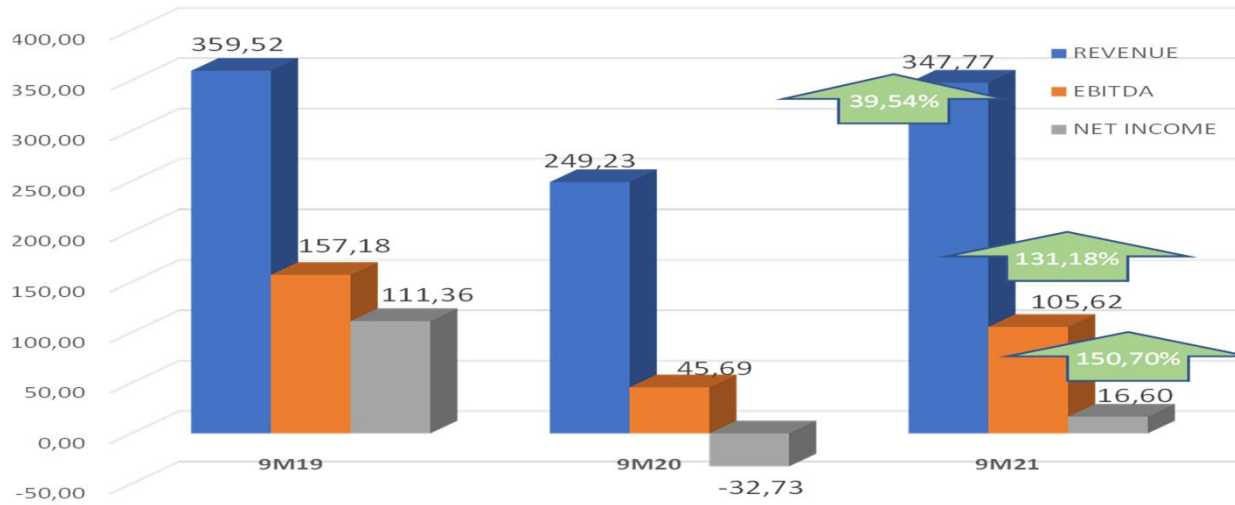
MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

Nov 2021



Finance Performance Overview – 9M21 & 9M20



Income for the year 9M21 : Rp16,60 Billion vs –Rp32,73 Million (9M20) (YoY)

Revenue 9M21 : Rp347,77 Billion vs Rp249,23 Billion (9M20) (YoY)

Reasons/Factors:

1. The continuity increase of Automotive Industry activities and also the increase demand for Heavy Equipment during 9M period in this year give good impact to the loading and unloading services in IPCC Terminal even though in the midst of Pandemic condition;
2. In total, during 9M-21 period the loading and unloading handling of CBU has increased 35,05% to 378K units; HE has lifted up 65,65% to 10 units, and GC 80,34% to 72K M³; while for the Truck & Bus has decreased during this period.
3. The improved performance during this period, beside the increase of revenue, also caused by the growth of cost lower than the growth of revenue so the IPCC has a room for lift up the profit. It was shows that the Management able to manage the cost very well.
4. The Partnership cost increase inline with the amount of car cargo that handled by IPCC.

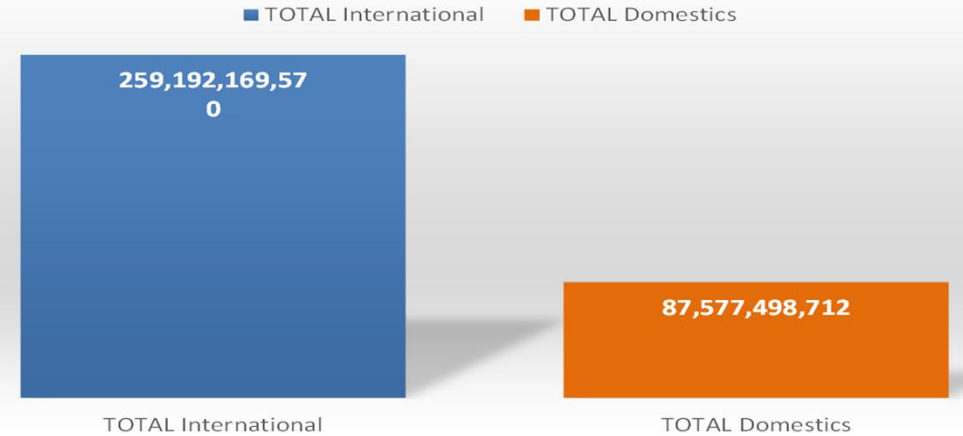
5. The Depreciation Cost has increased due to the implementation of PSAK 73 of the leased asset (rental of land, tools and vehicles) which were amortized by the straight-line method since January 1st , 2020
6. There was a Provision for impairment as the impact of PSAK 71. This account related to Trade 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 a Payment of land and Building Tax (PBB) due payment of the Principal of IPCC PBB since 2012.
7. 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.
8. 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.

Realization of Revenues 9M20 VS 9M21

Revenue 9M20



Revenue 9M21



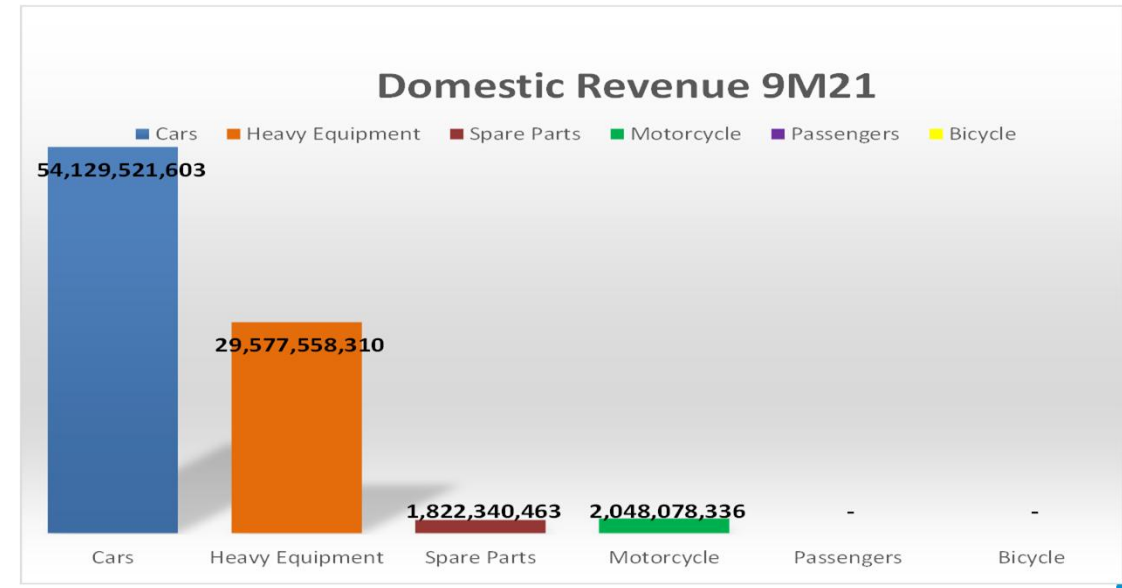
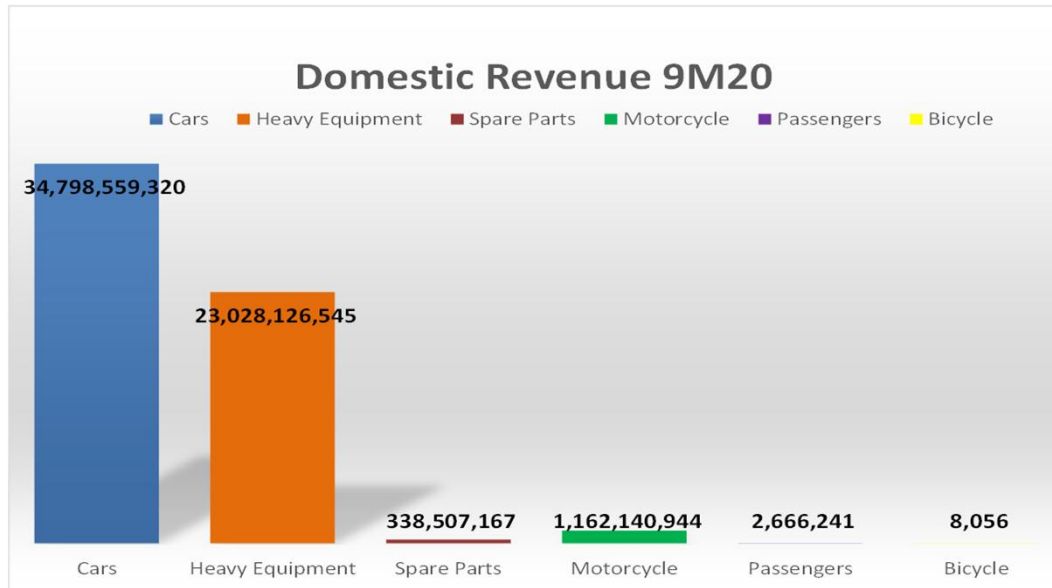
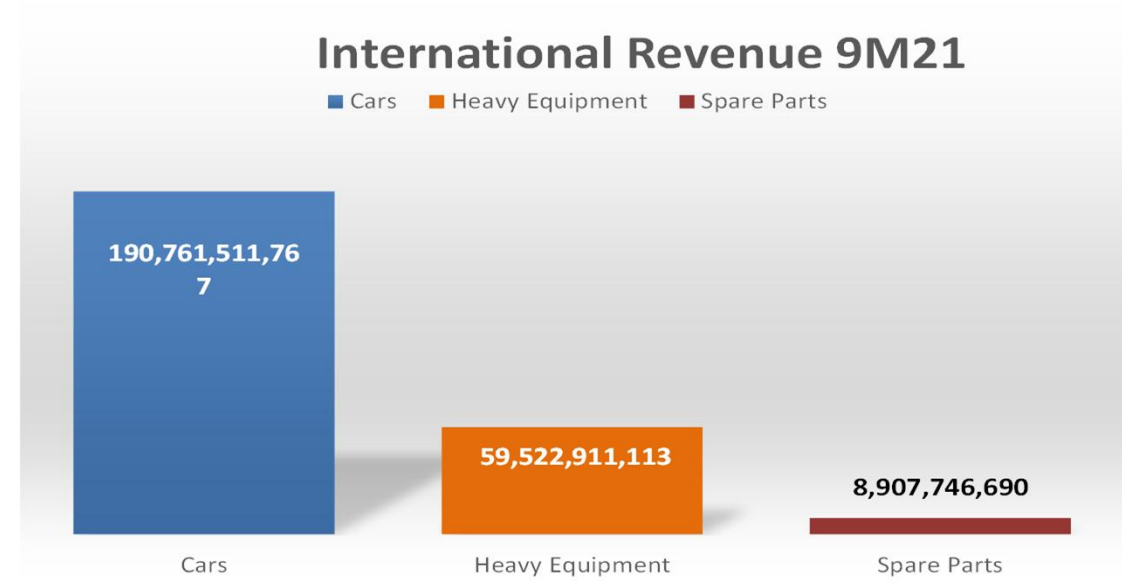
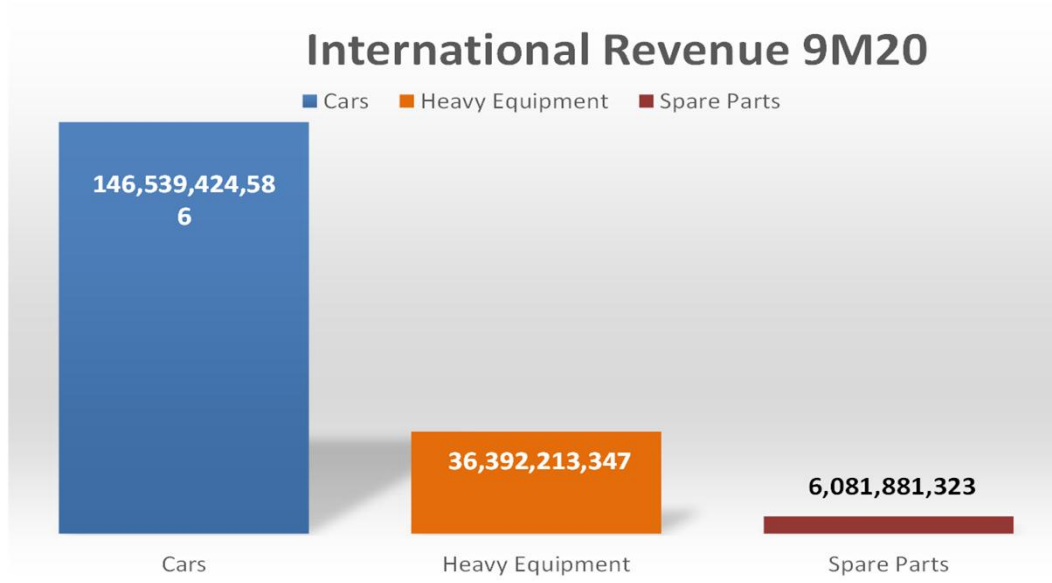
Revenue 9M20



Revenue 9M21



Realization Of International & Domestic Revenues 9M-20 VS 9M-21



Financial Highlight

Income Statement	2018	2019	2020	9M-20	9M-21
Operating Revenue	521,835,612	523,218,738	356,532,157	249,232,845	347,772,241
Gross Profit	249,998,152	217,643,653	75,710,582	67,312,945	135,147,302
Operating Income	180,375,667	129,094,518	(17,721,535)	(55,417,400)	12,009,455
Income For The Year	170,180,811	135,301,570	(23,773,444)	(32,731,929)	16,596,354
Balance Sheet	2018	2019	2020	9M-20	9M-21
Cash & Cash Equivalent	556,526,562	491,547,357	519,655,836	526,674,770	705,551,193
Current Asset	717,026,395	630,179,197	599,961,286	624,478,130	747,475,650
Non-Current Asset	538,218,732	634,689,649	1,225,091,421	1,213,823,811	1,133,233,458
Total Asset	1,255,245,127	1,264,868,846	1,825,052,707	1,856,301,941	1,880,709,108
Current Liabilities	151,765,550	191,597,085	134,865,783	143,218,215	136,981,569
Non-Current Liabilities	-	-	685,250,452	683,205,447	722,194,713
Total Liabilities	151,765,550	191,597,085	820,116,235	826,423,662	859,176,282
Equity	1,103,479,577	1,073,271,761	1,004,936,472	1,029,878,279	1,021,532,826
Financial Ratio	2018	2019	2020	9M-20	9M-21
Profitabilitas (%) :					
Return on Equity (ROE)	15.42	12.61	(2.37)	(3.18)	1.62
Return on Asset (ROA)	13.56	10.70	(1.30)	(1.76)	0.88
Likuiditas (X) :					
Cash Ratio	3.67	2.57	3.85	3.68	5.15
Quick Ratio	4.72	3.29	4.45	4.36	5.46
Current Ratio	4.72	3.29	4.45	4.36	5.46
Solvabilitas (%) :					
Debt to Aset Ratio (DAR)	12.09	15.15	44.94	44.52	45.68
Debt to Equity Ratio (DER)	0.14	0.18	0.82	0.80	0.84

No	Investasi	Biaya	Timeline
1	Hardening Ex-DKP Area, 1,89 Ha	17,17 Billion	2021
2	Gradually of Renovation Work in Domestic Terminal Gate	99,72 Million	2021
3	Heavy Improvement in A & E area	5,08 Billion	2021
4	Procurement of Electricity Plug In for Electric Vehicle	931,36 Million	2021
	JUMLAH	23,28 Billion	

- Until the end of October 2021, the investment amount that has been incurred as many as Rp23,28 Billion. From those amount, mostly has been used for the activities that support services operation in IPCC's Terminal and improvement in infrastructure and superstructure, such as mentioned in above table.
- The absorption of those Capex until the end of October 2021 has reached 53,44% from the total 2021 Capex Plans at amount Rp43,57 Billion.

Strategies, Prospect, & Challenges

MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

Nov 2021



... Strategies, Prospect, and Challenges

What we have done in 2020

- The implementation of Auto Gate System Integrated;
- Fully implementation of INTAPPS Application;
- Car Terminal Services Business Expansion as Logistic Value Chain Ecosystem;
- Improvements in the yard;
- Involved in testing of CBU prime export in Patimban Port.

... *Strategies, Prospect, and Challenges*

Prospect in 2021

- 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:
 - 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;
 - IPCC has started to provide the services in loading-unloading of Hyundai Glovis Shipping Line since the early of 2021;
 - The extension of cooperation contract in loading & unloading with the Automaker;
- 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.
- 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.

... Strategies, Prospect, and Challenges

Prospect in 2021

- Create positive synergy with Patimban Port operator to serve loading and unloading of car export and import activities.
- Accelerate the Car Terminal Digital Transformation to enable the delivery of optimal and effective operation such as digitalization office, RFID, and others.
- Supporting the integration of Pelindo and developing the services network to Pelindo 1, 3, and 4 Terminal.
- Beside Hyundai, IPCC is open cooperation with another car maker like Suzuki, Isuzu, and so on.

... Strategies, Prospect, and Challenges

Business Development Plans

ORGANIC

- RoRo Cooperation
- Cooperation with Inland Transportation
- Cooperation with Distributor

INORGANIC

- Providing Preloading Area
- Fully Services both Cargodoring & Stevedoring
- Investment in Logistic Business, Loading - Unloading
- Transshipment
- Fully Handling Electric Vehicle

... Strategies, Prospect, and Challenges

Business Development Plans

Progress Digitalisasi Terminal PT IKT Tbk

Nama Program	Uraian Pekerjaan	Stakeholder	Status Report		Issue & Followup
			Progress	%	
1 Implementasi autogate	Implementasi autogate sistem dan TPS Online sebagai pemenuhan Perdirjen-01/2019 - Implementasi autogate - Implementasi TPS Online - Implementasi Dashboard Inventory & Hold P2	Divisi Operasi Beacukai	Done: Autogate, TPS Online, Dashboard Inventory & Hold P2	100%	Followup: Penyampaian surat ke Beacukai permohonan penetapan autogate di PT. IKT Tbk
2 Implementasi layanan e-ticket & Integrasi sistem Cartos	Integrasi sistem CARTOS dengan eksternal & internal stakeholder: - CEISA - INSW - Single TID Tg. Priok - Carmaker (Announcement & Auto NPE)	Divisi Operasi LNSW Cabang Priok Automaker Beacukai	Done: Integrasi CEISA, INSW, STID, Carmaker(ADM,MMKI, Suzuki) Ongoing: Carmaker - TMMIN	100%	Followup: Auto NPE TMMIN, menunggu pembahasan dengan TMMIN
3 Implementasi RFID untuk Cargo TMMIN	Implementasi RFID untuk cargo TMMIN phase I untuk proses PORT-IN	Divisi Operasi TMMIN	Ongoing - Trial	80%	
	Implementasi RFID untuk cargo TMMIN phase II untuk proses PORT-OUT	Divisi Operasi TMMIN	Ongoing - Window shopping	5%	
4 Instalasi perangkat TI untuk Area Eks-DKP	Instalasi perangkat jaringan fiber optic, wireless LAN dan CCTV surveillance system	Divisi Operasi	Ongoing - Planning & Design	15%	
5 Implementasi & Pengembangan Operation Dashboard	Pengembangan Dashboard kebutuhan KPI Divisi Operasi	Divisi Operasi	Ongoing - Izin Prinsip & Pengadaan	5%	
6 Implementasi & Pengembangan E-Invoice	Implementasi E-Invoice untuk layanan billing internasional & domestik	Divisi Operasi Divisi Keuangan	Ongoing - Izin Prinsip & Pengadaan	5%	
7 Revitalisasi Jaringan Fiber Optic	Perbaiki instalasi jaringan FO Terminal	Divisi Teknik & SI	Ongoing - Window shopping	3%	
8 Peningkatan IT Security	Implementasi Firewall & Access Management	Divisi Teknik & SI	Ongoing - Window shopping	3%	
9 Pekerjaan Penyusunan IT Master Plan	Penyusunan blueprint pengembangan teknologi informasi	Divisi Teknik & SI	Ongoing - Persiapan kick-off meeting	10%	

THANK YOU

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