MANAGEMENT PRESENTATION
PERFORMANCE UPDATE

PT Indonesia Kendaraan Terminal Tbk

Jakarta, April 2022

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List Of Content

- Auto Industry Performance
- Company Overview
- Operational Overview
- Financial Overview
- Strategies, Prospect & Challenges

Auto Industry Performance

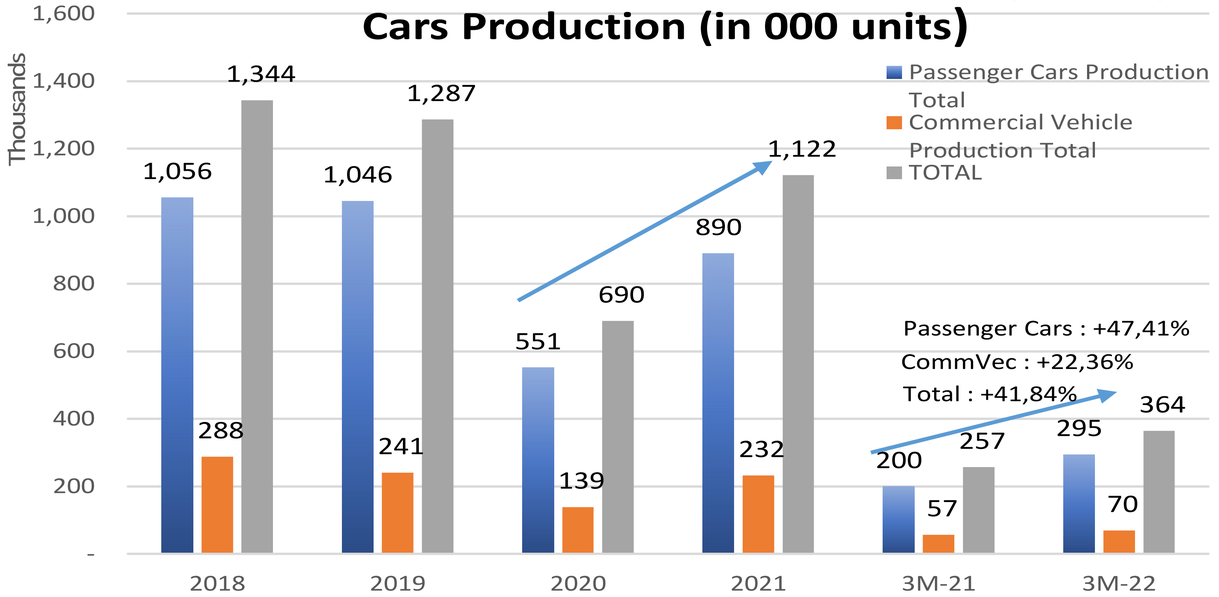
MANAGEMENT PRESENTATION

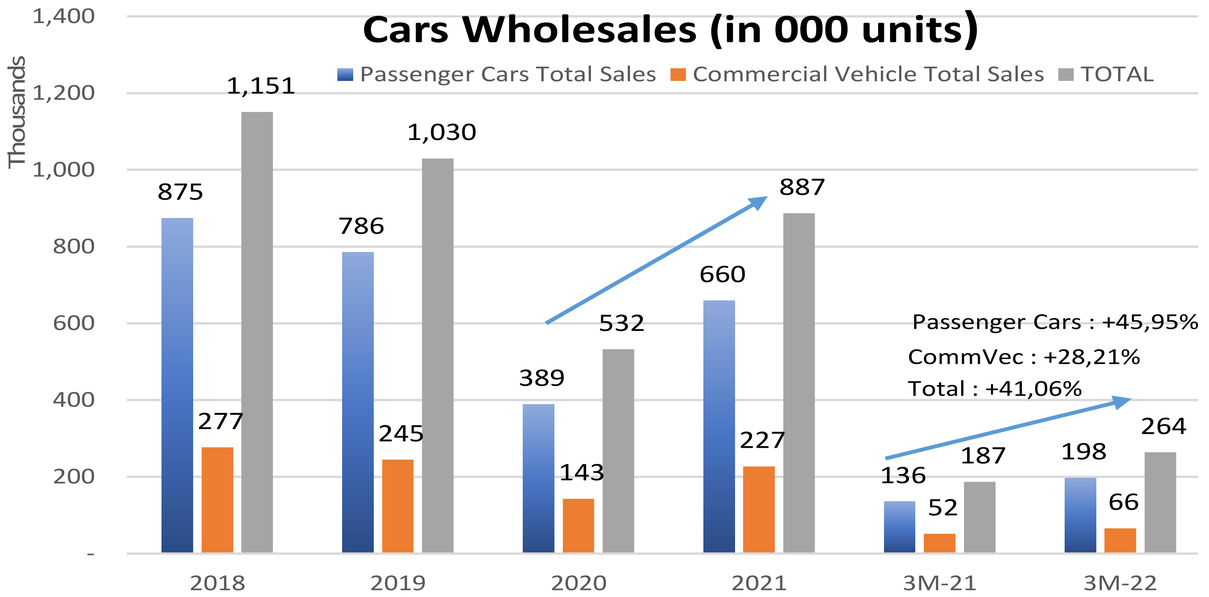
IPC CAR TERMINAL Tbk

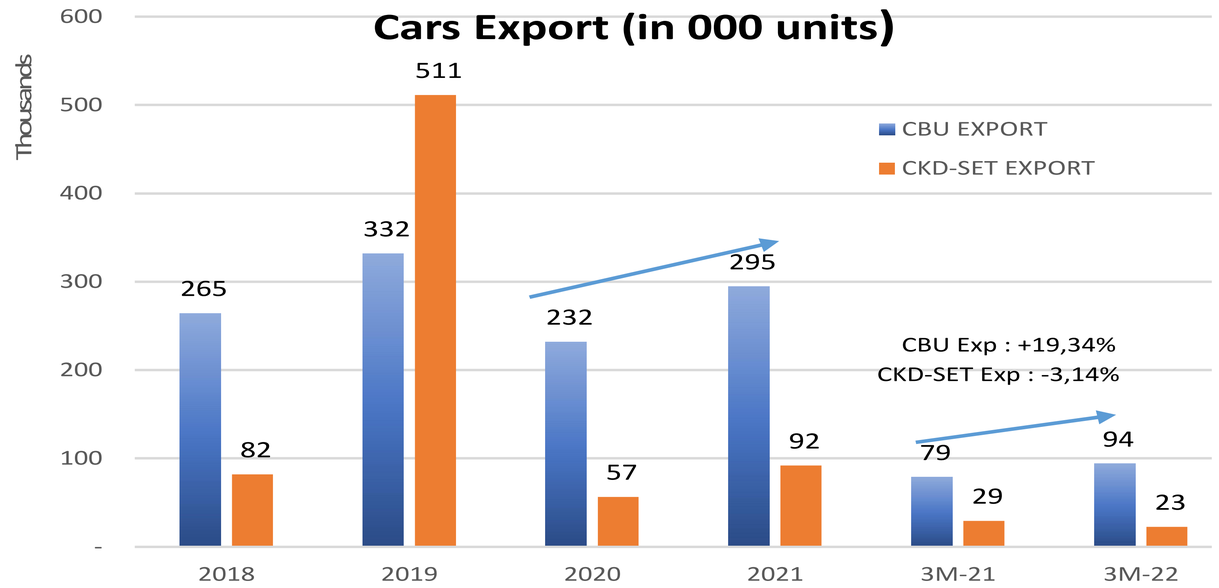
Apr 2022

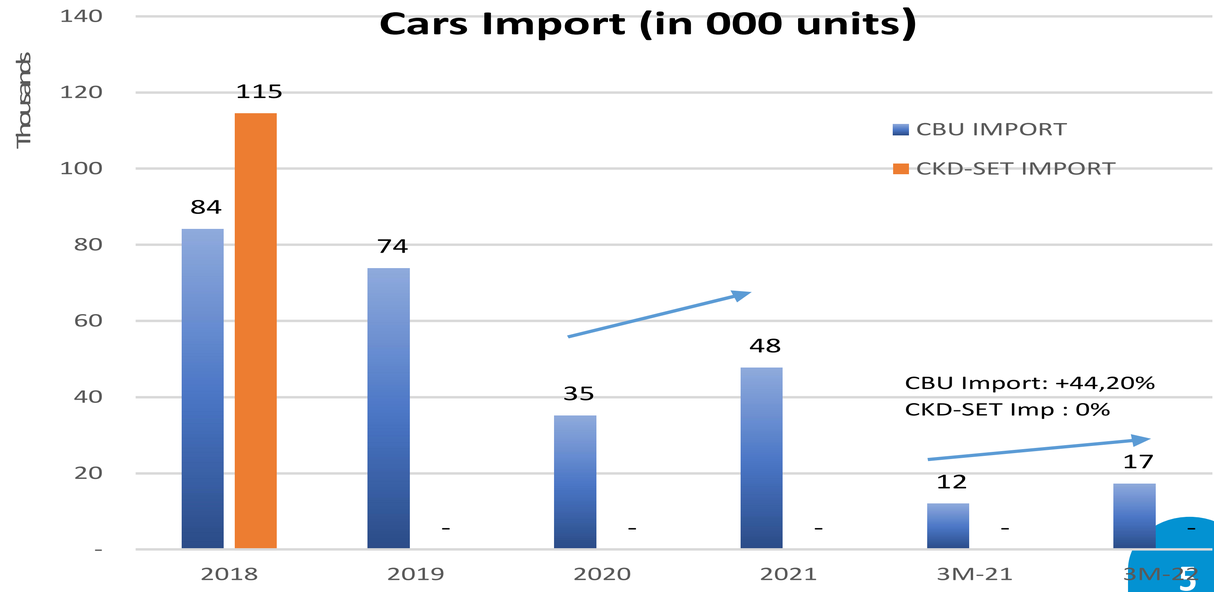
Indonesia Auto Industry*

Performance In Last 3 Years (YoY) and 3M Period









*Based on updated data from GAIKINDO

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
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
3M-21	199,786	57,096	135,500	51,526	78,825	29,487	11,983	0
3M-22	294,512	69,860	197,762	66,060	94,071	22,665	17,280	0

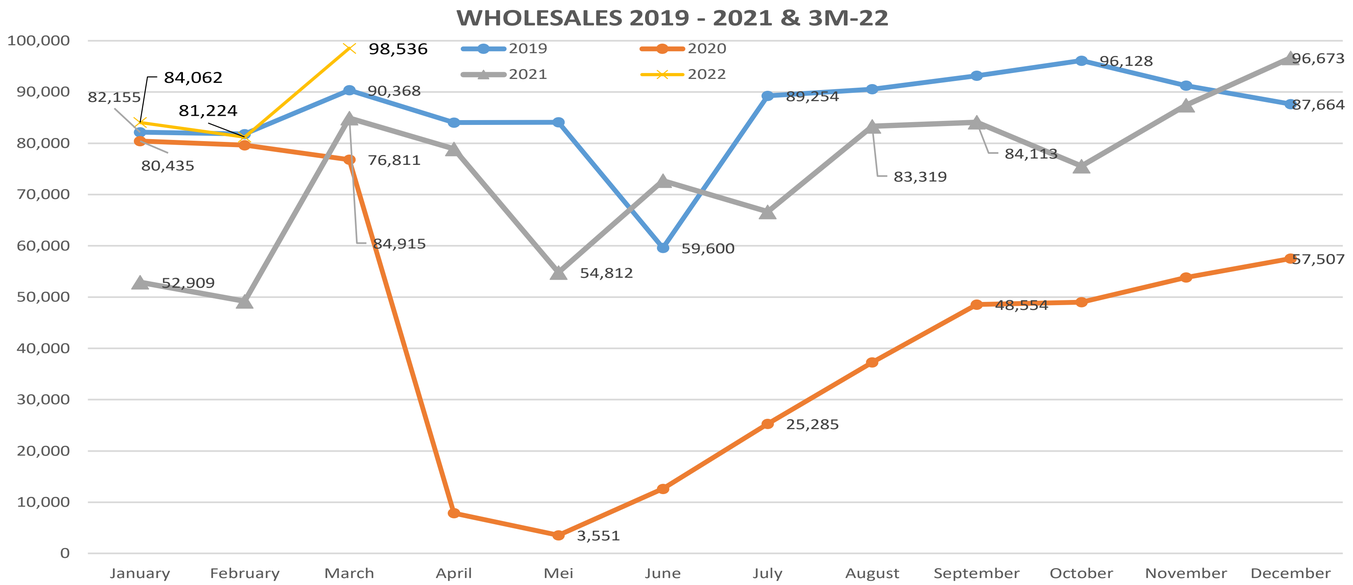
Source: GAIKINDO

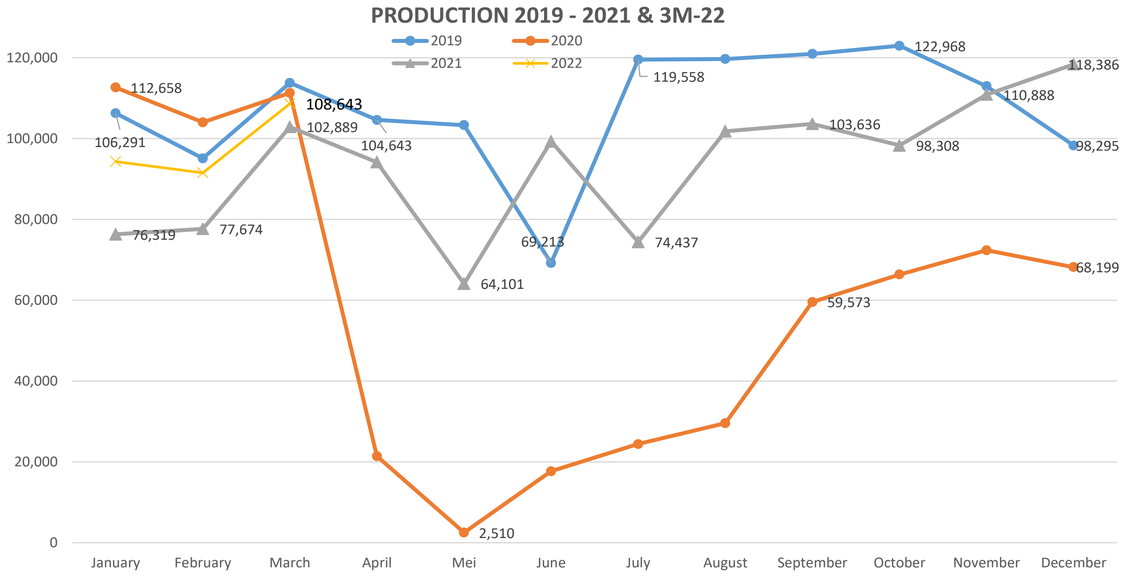
Even the Covid-19 Pandemic still happened but the trend is going to decline and the Government policy related to restrictions have slackened so it's help the automotive industry to recovery. We can see at the table that people's purchasing power going to lift up and help the Car Sales where along 3M-22 period looks increase. The Cars Production also have improvement through 3M-22 period.

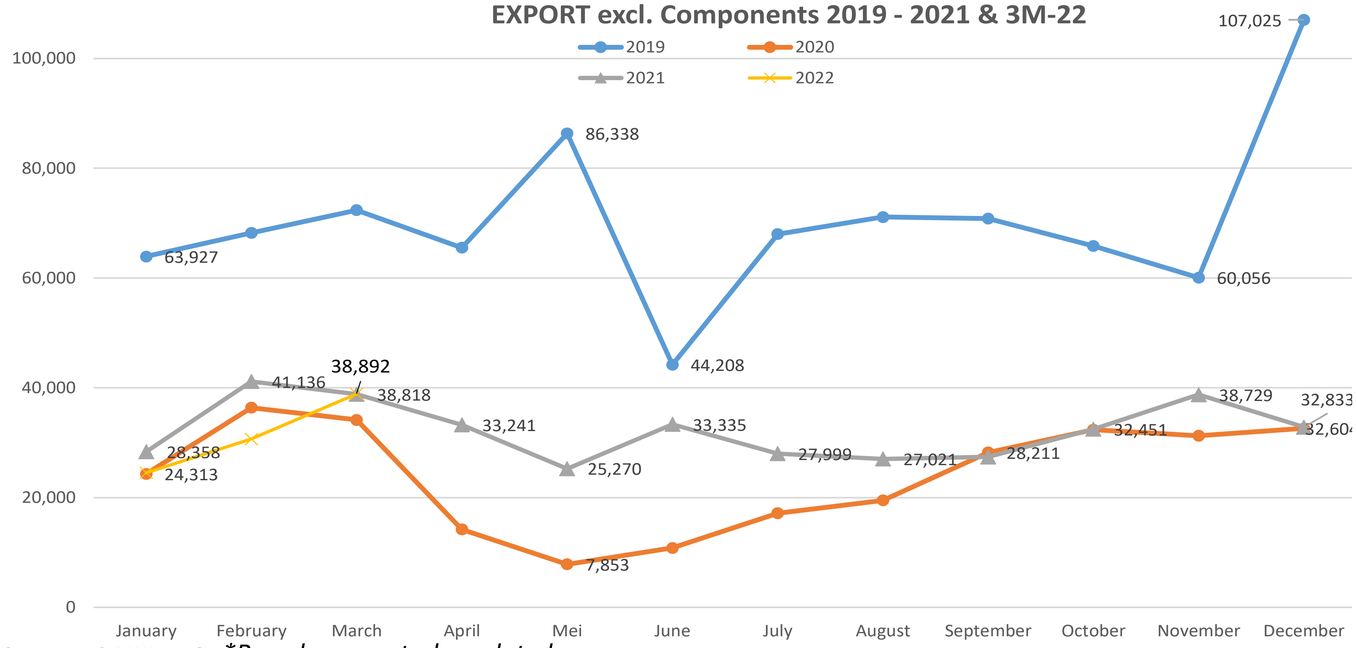
Both CBU export and import activities tend to decline along 2020 inline with Covid-19 Pandemic to Auto Industry. But, in the 2021 and continue to the 3M-22 period, the CBU export can surpass than previous year.

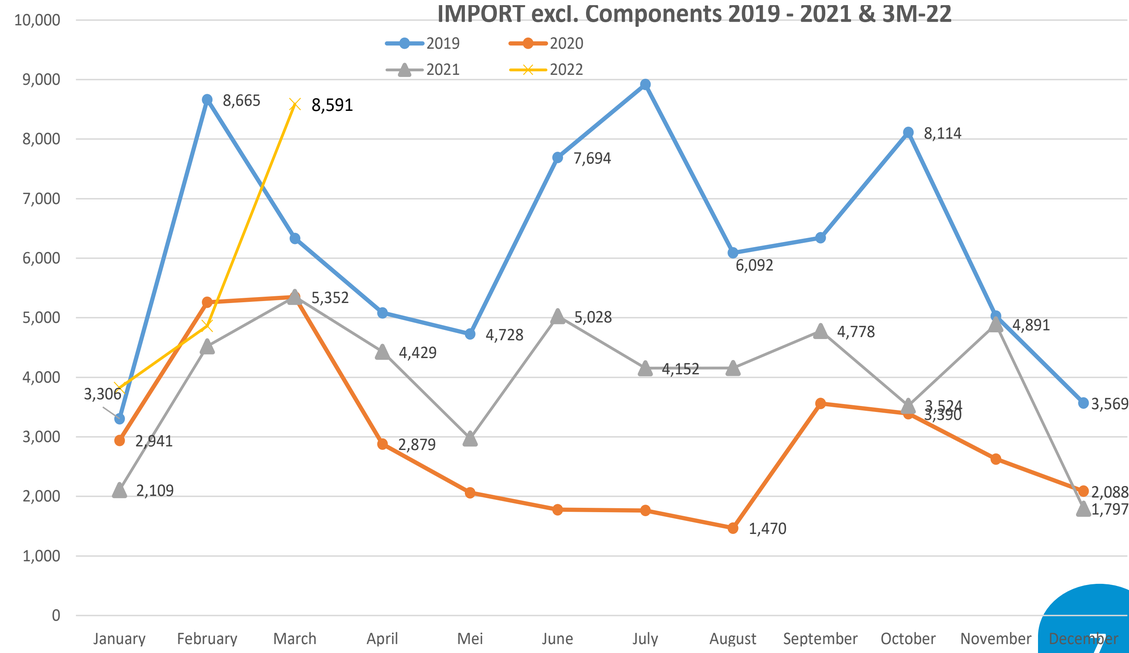
CBU : Completely Built Up / Mobil Utuh | CKD : Completely Knock Down / mobil yang diekspor & diimpor dalam bentuk terurai.

Monthly Cyclical Auto Industry In Last 3 Years & 3M22



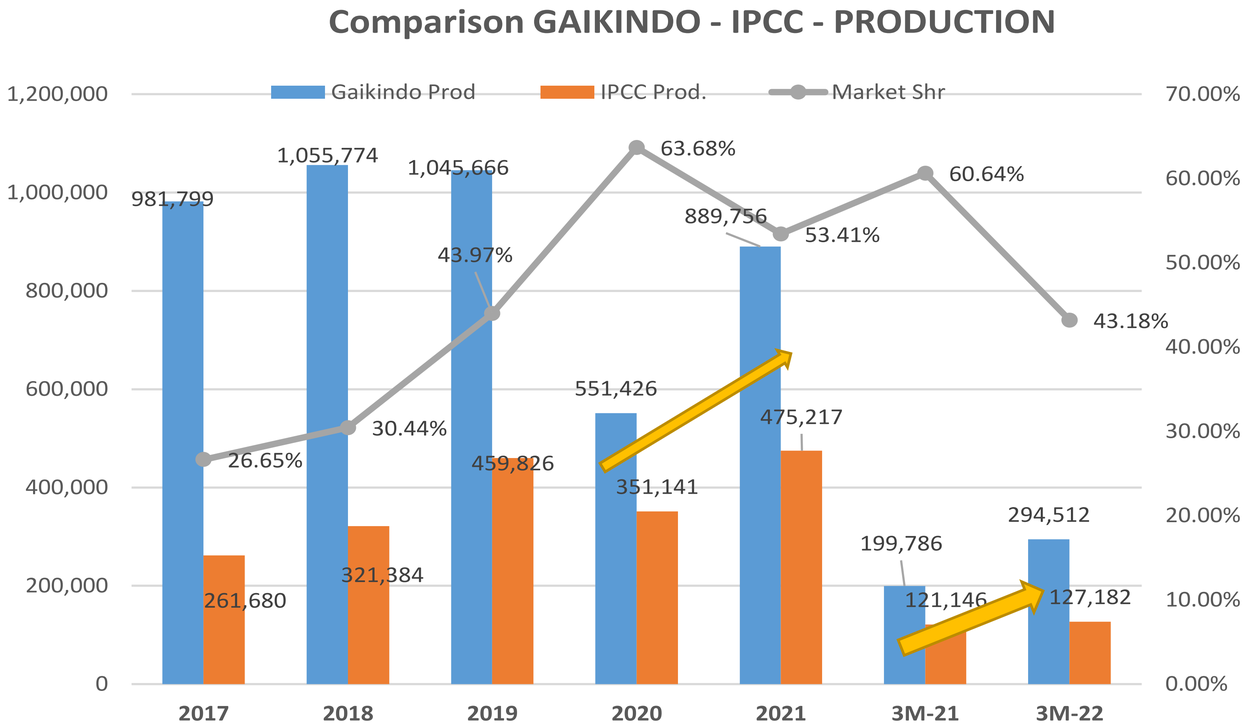


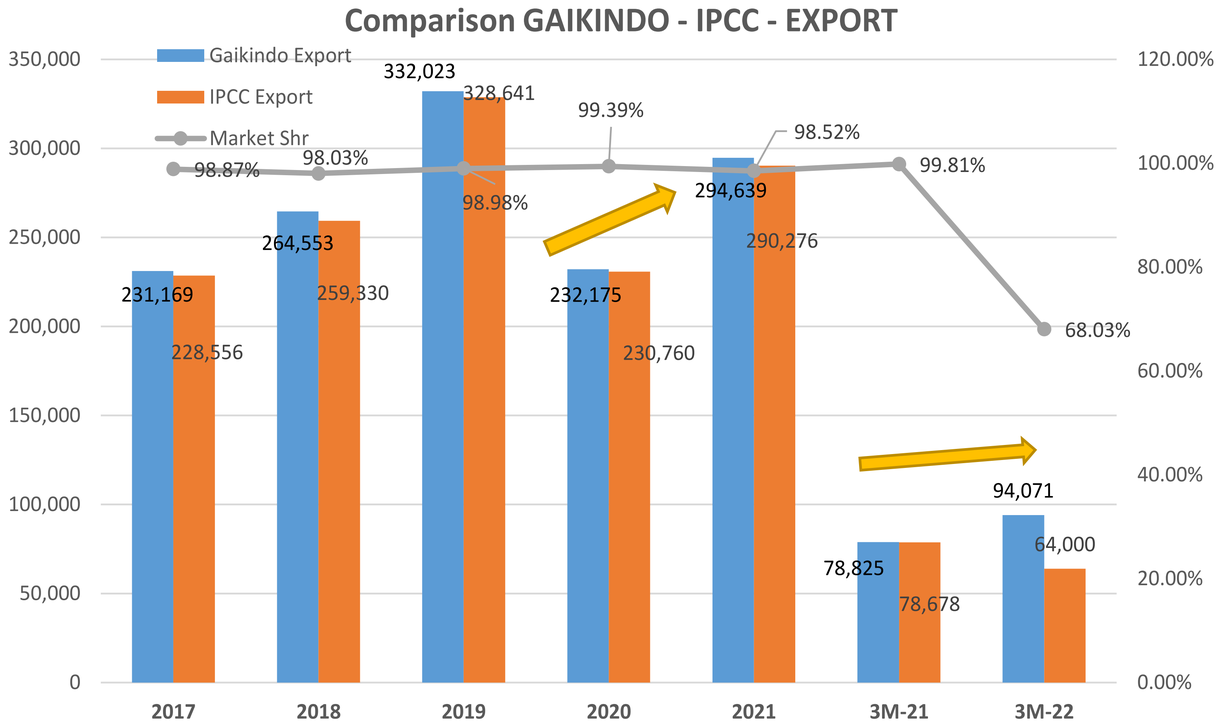




Source: GAIKINDO **Based on quarterly updated*

… Auto Performance Overview (Year to Year)…….





- At the end of 2021, the Indonesia CBU production turn around to increase 61,36% to 890k compared to 2020 due to impact of reduced restrictions on people activities from the Government and the existence of accommodative policies that was help Auto-Industry to grow. In 2021, the CBU handled by IPCC has lifted up 35,34% and it's equal to 53,41% of total national production. In 3M-22 Period the contribution a little bit turn down.
- While export handled by IPCC has turned down 18,66% in 3M-21. If we compare to GAIKINDO data, the numbers of CBU handled by IPCC almost close to GAIKINDO data. It means, that more of domestic CBU production is exported and handled through IPCC.

- In the last 5 years, The IPCC Terminal has became 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.

**Based on quarterly updated*

Company Overview

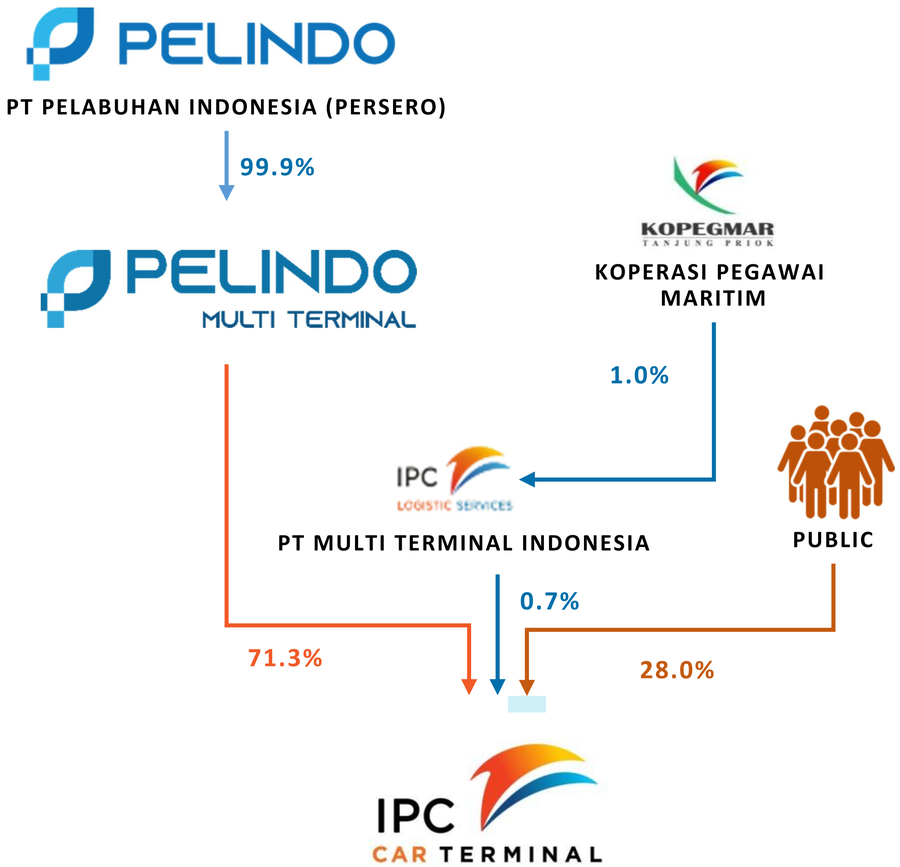
MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

Apr 2022

IPCC Shares Ownership

After the IPCC's shares transferred (inbreng) process done, as recorded in Administration Bureau of Securities (BAE), IPCC owned 71,3% by Subholding PMT; 0,7% by Pelindo's subsidiary (MTI), and 28% by the public.



The total amount of outstanding share at 1.818.384.820 shares

IPCC's Operational Area

***On Progress**
Belawan start joint operation on Jan'22

IPCC Overview – Dedicated Car Terminal

IPC CAR TERMINAL

2012

Car terminal division was spun off as a Subsidiary. December 1st 2012 sub sidiary (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.

2018

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.

IDX Indonesia Stock Exchange
member of WFE WORLD FEDERATION OF EXCHANGES

Yuk Nabung Saham

2007

Completed construction of Tan jung Priok Car Terminal. Start Operations as a Division/ Strate gic Business Unit (SBU) of PT Pelabuhan Indonesia II (Persero). Total area of 7.38 ha with a capa city of 200,000 vehicles a year

IPC Energizing Trade. Energizing Indonesia.

2006

GOI instructed IPC to develop dedi cated 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.

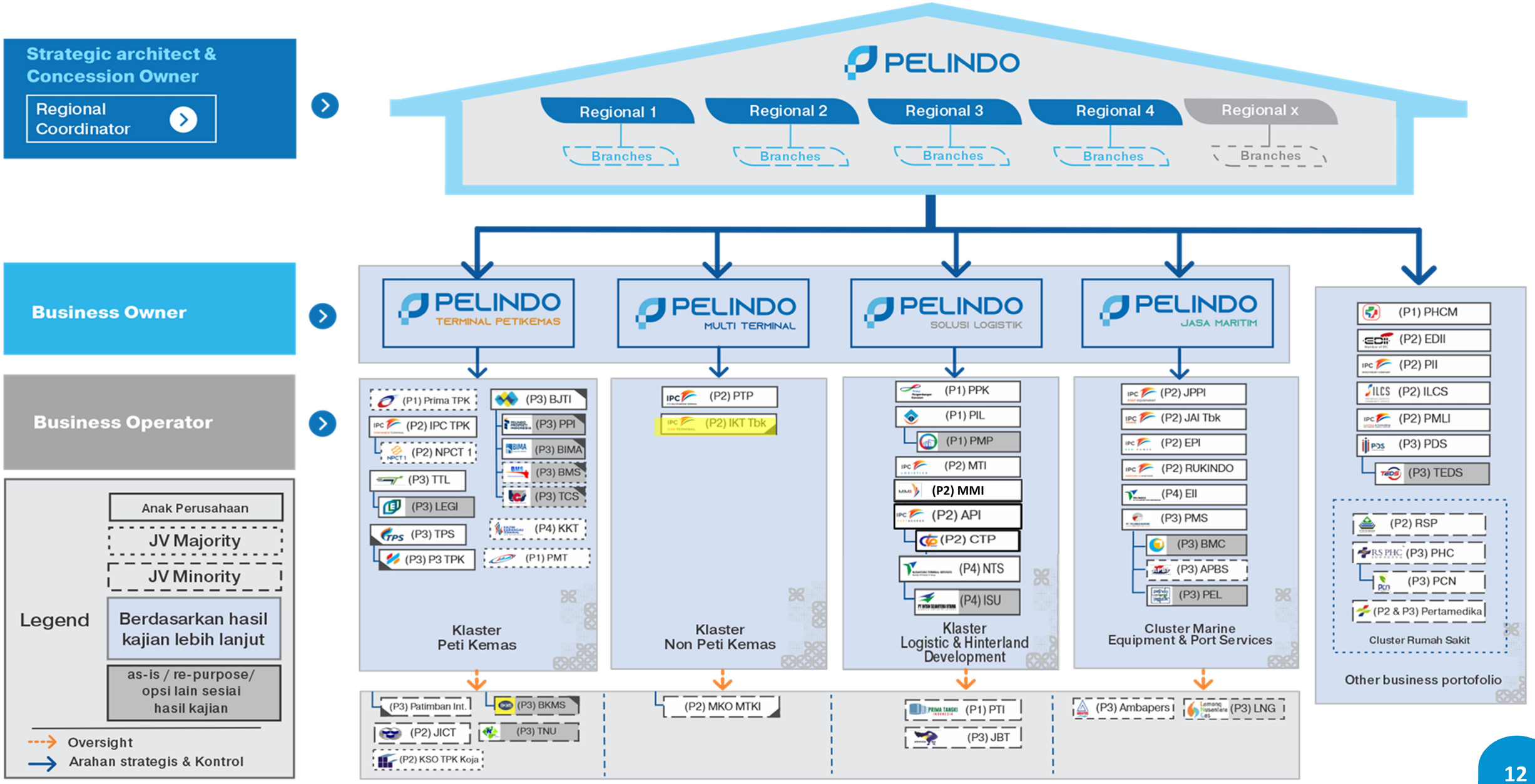
IPCC Terminal, focused in automotive loading-unloading such as CBU, HE, Truck, Bus, and spareparts.

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

Transformed to:

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

IPCC Overview – Dedicated Car Terminal



Board of Commisioner & Board of Director

Based on EOGM April 4th 2022

Board of Commisioner

Left to Right: Independent Commisioner: Abdur Rahim Hasan; President Commisioner: Drajat Sulistyo; Independent Commisioner: LM. Arya Bima Yudiantara

Board of Director

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

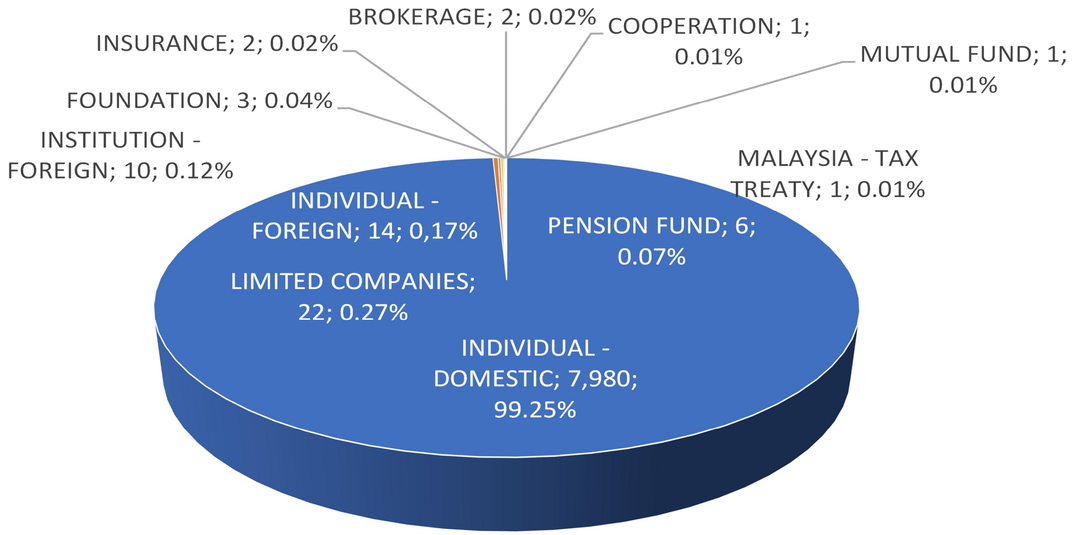
Stock Performance – 3M22

The IPCC Stock are the member of Main Board Index; ISSI; and IDX-MES BUMN17

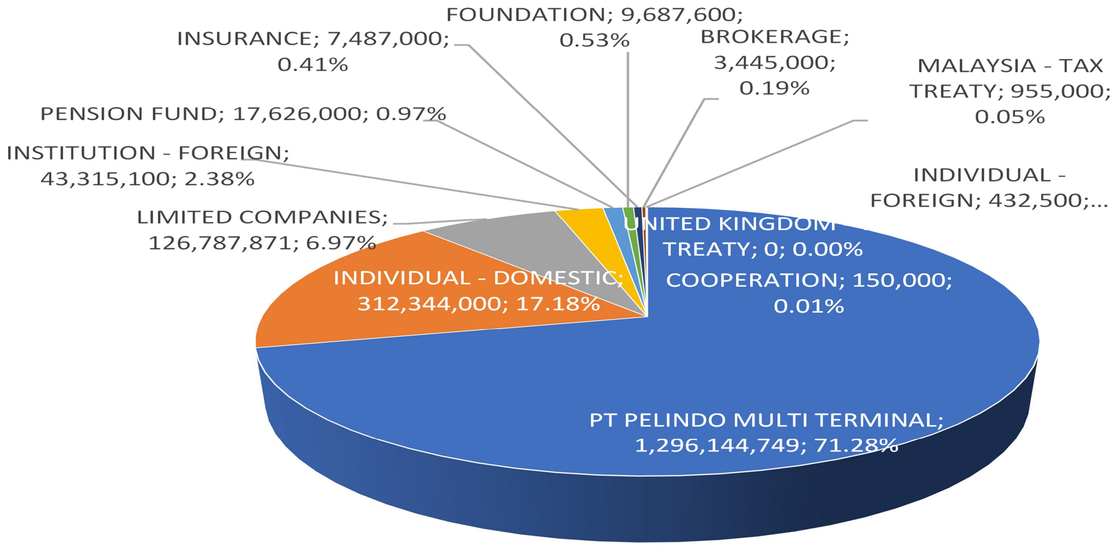
**Source : tradingview.com*

The Ownership of IPCC's Shares*

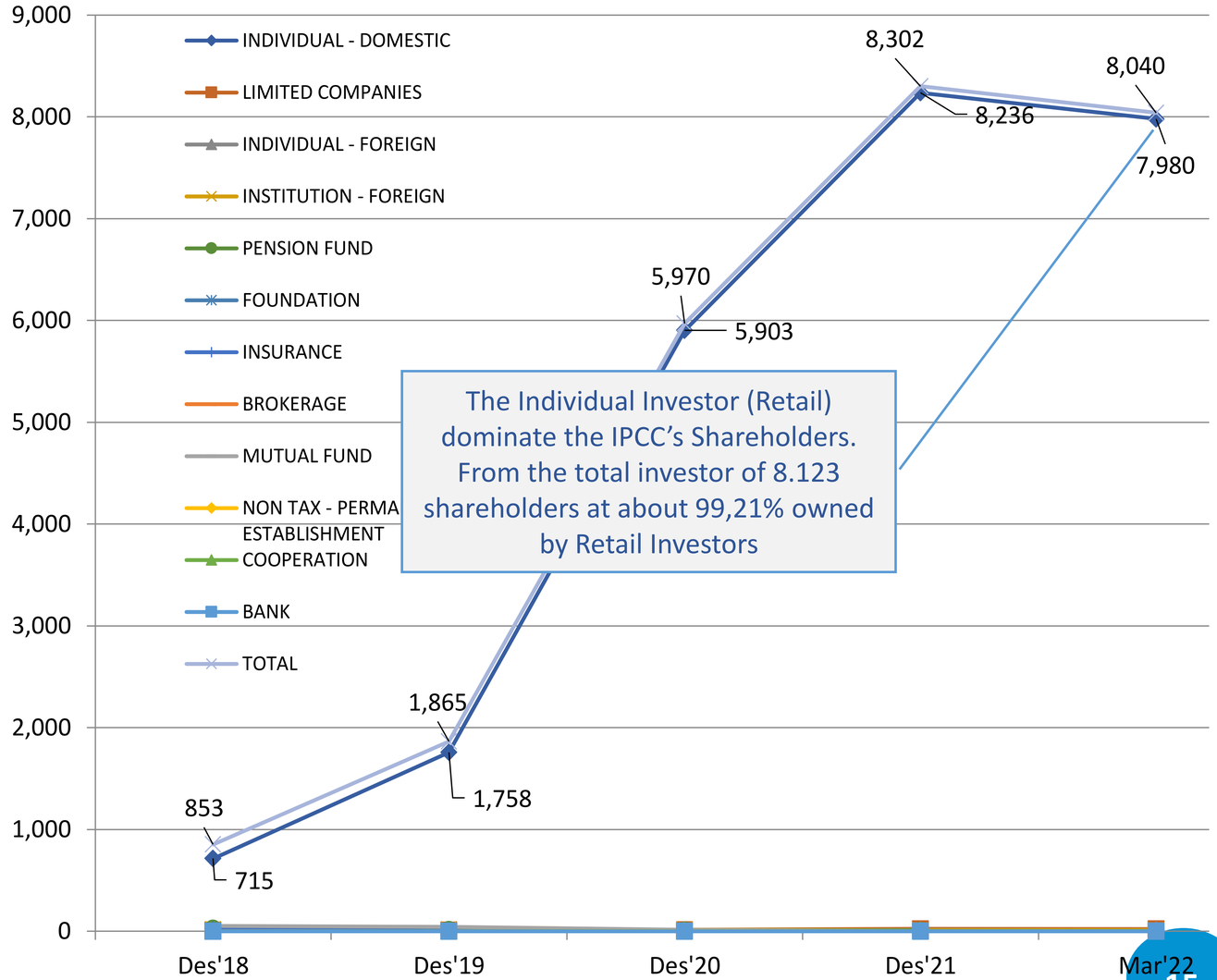
Amount Of IPCC Shareholders Mar' 2022



Number Of IPCC Shares Mar' 2022



Amount Of IPCC Shareholders Mar' 2022

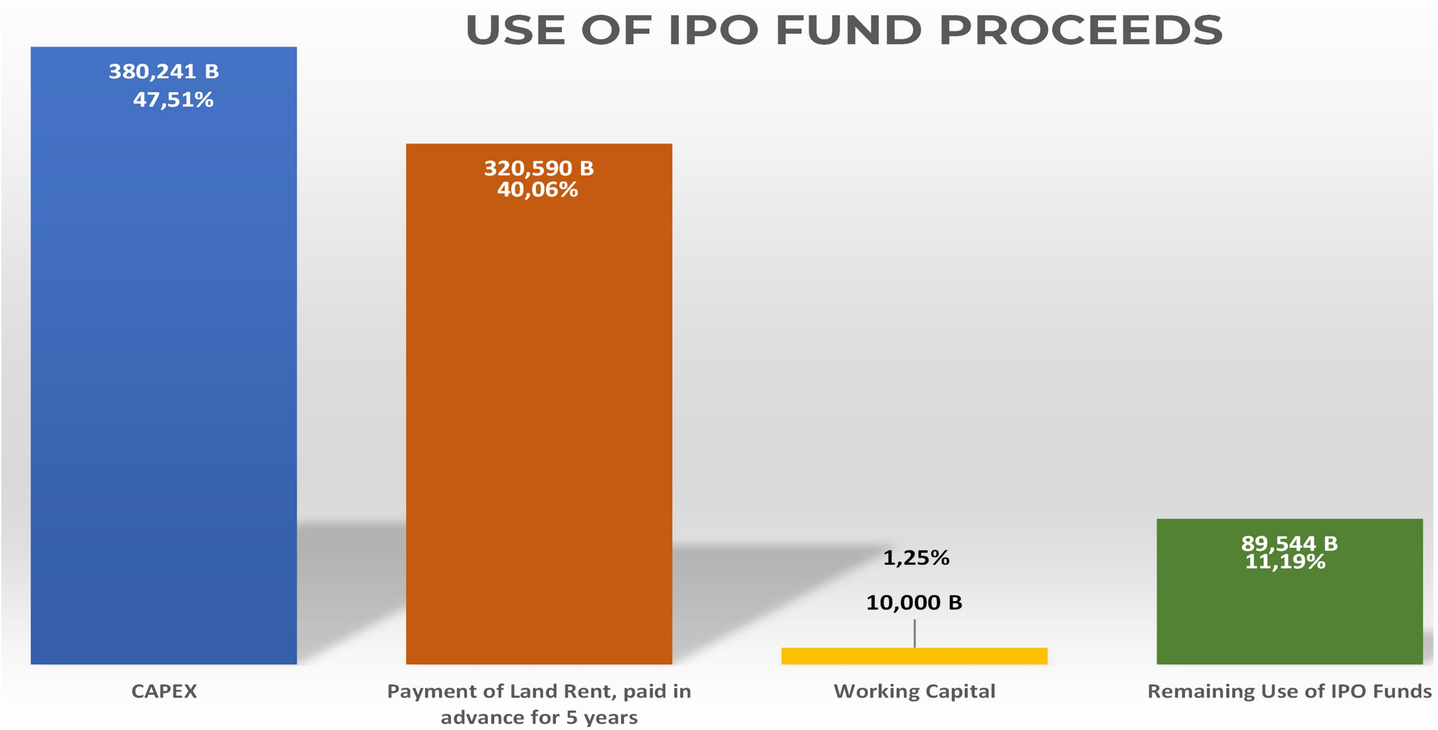


The Individual Investor (Retail) dominate the IPCC's Shareholders. From the total investor of 8.123 shareholders at about 99,21% owned by Retail Investors

*Based on quarterly updated

The Use Of IPO's Fund Proceeds Until The End Of Dec – 2021

As reported to IDX and Financial Services Authority (OJK)



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 December 2021 :
Capital Expenditure : Rp380,24 billion
Prepaid of Land Rent for 5 years period : Rp320,59 billion
Working Capital: Rp10 billion
Rest of IPO's Fund : Rp89,54 billion for the others investment needed in the future.

**Based on reported*

Line Of Business

1. CAR TERMINAL OPERATOR

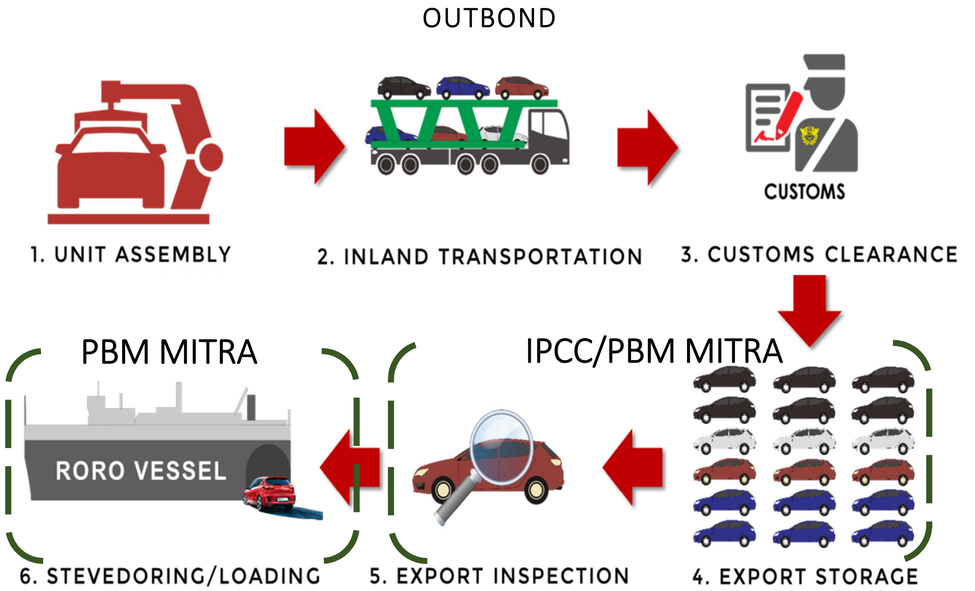
Car terminal development and operation

2. CAR TERMINAL HANDLING AND SUPPORTING

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

3. CAR DISTRIBUTION MANAGEMENT

Inland and Sea Car Carrier (for further development/discussable).



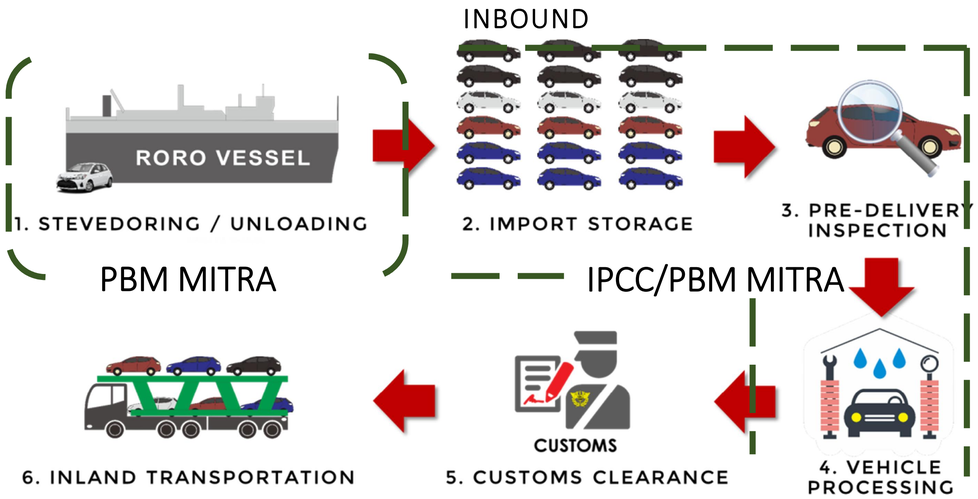
IPCC EFFORTS IN MAINTANING QUALITY

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

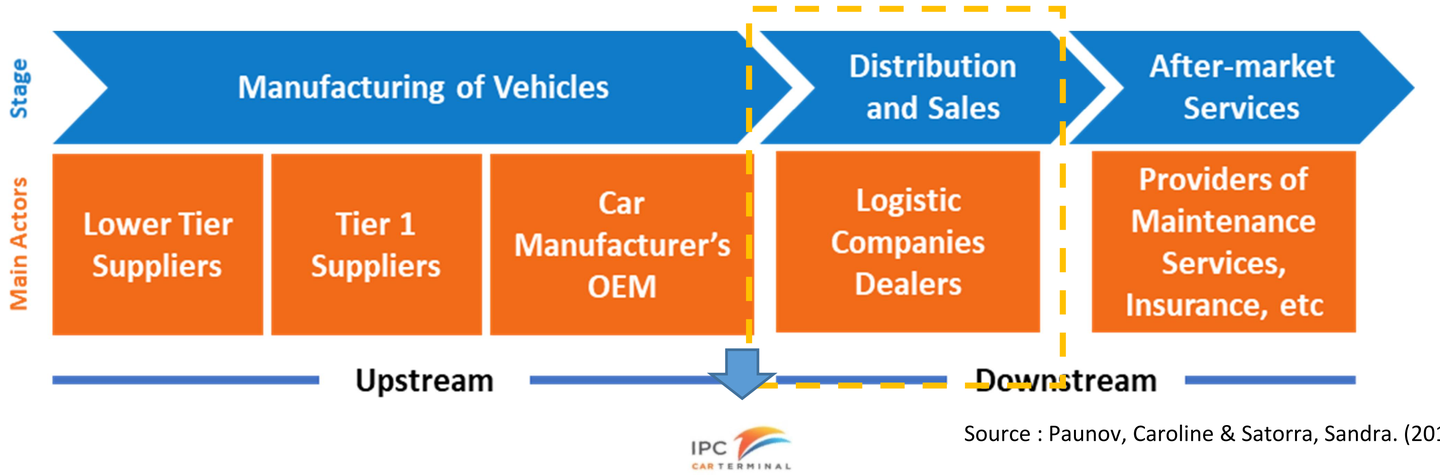


Line Of Business - Positioning

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

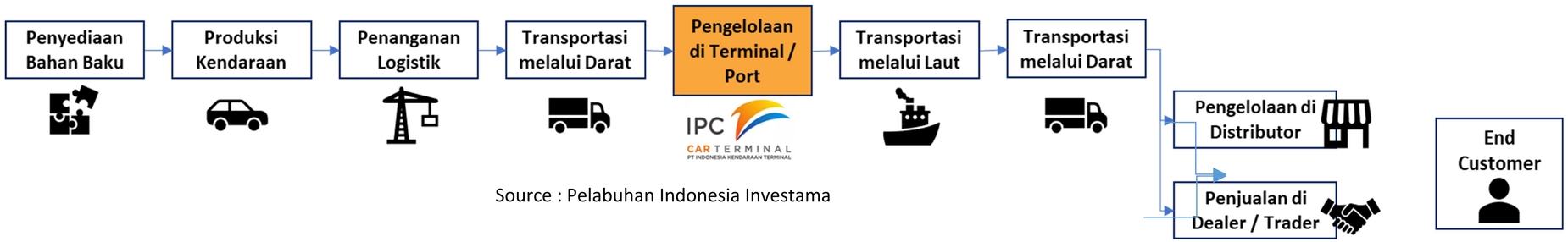
Value Chain in Automotive Sector



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

IPCC Position in Automotive Sector

Value Chain in Automotive Industry



Source : Pelabuhan Indonesia Investama

Line Of Business - Positioning

Facilities

Berth 1

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

Berth 2

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

Berth 3

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

Berth 4

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

Berth 5

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

Berth 6 (Ex-President)

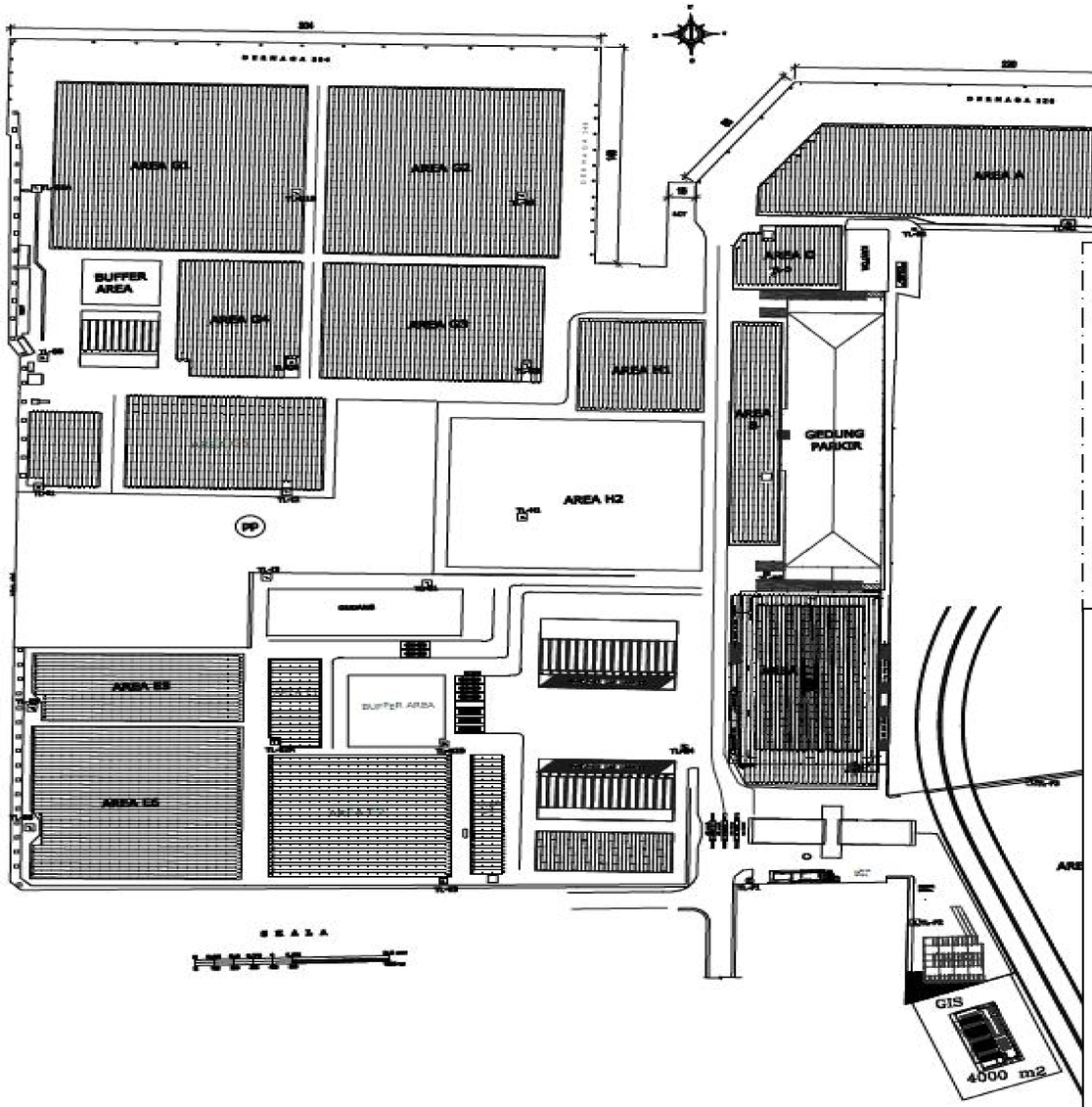
Berth 6
(Domestic Terminal)
Length : 196 m
Depth : -10 mLWS

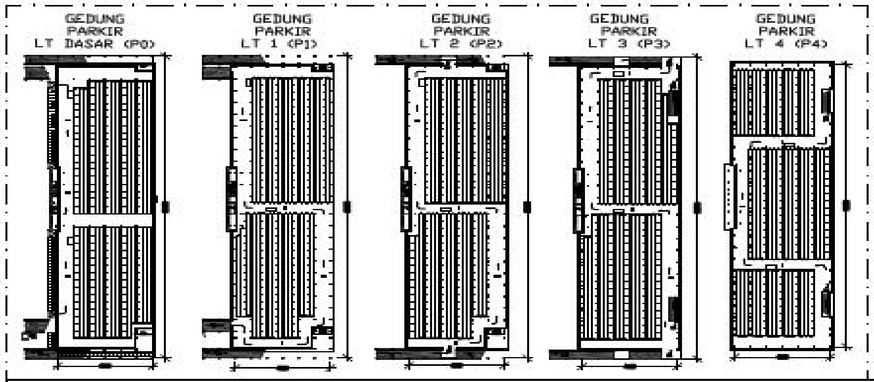
Line Of Business - Positioning

Facilities

Line Of Business - Positioning

Facilities





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
	2,85	550 EQP
TOTAL EFEKTIF AREA DOMESTIK	5,17	3925 CBU

Loading & Unloading Activities

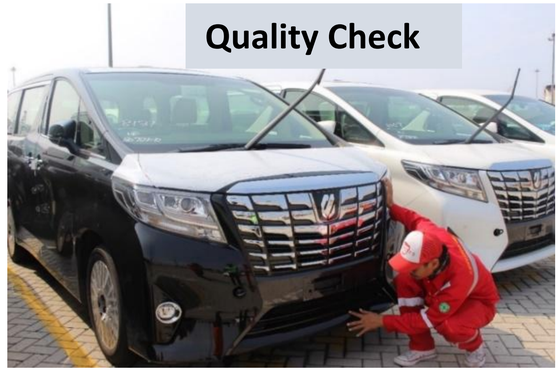
IPC CAR TERMINAL

Asakai / Briefing

LQ Gate

Marking

Quality Check

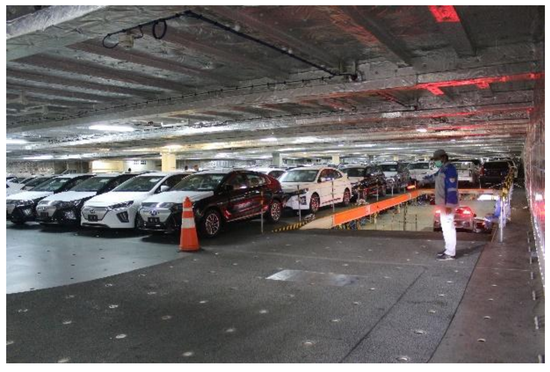


Portstock

Portstock

24 Hour Delivery Services

Dedicated Load Lane for Delivery



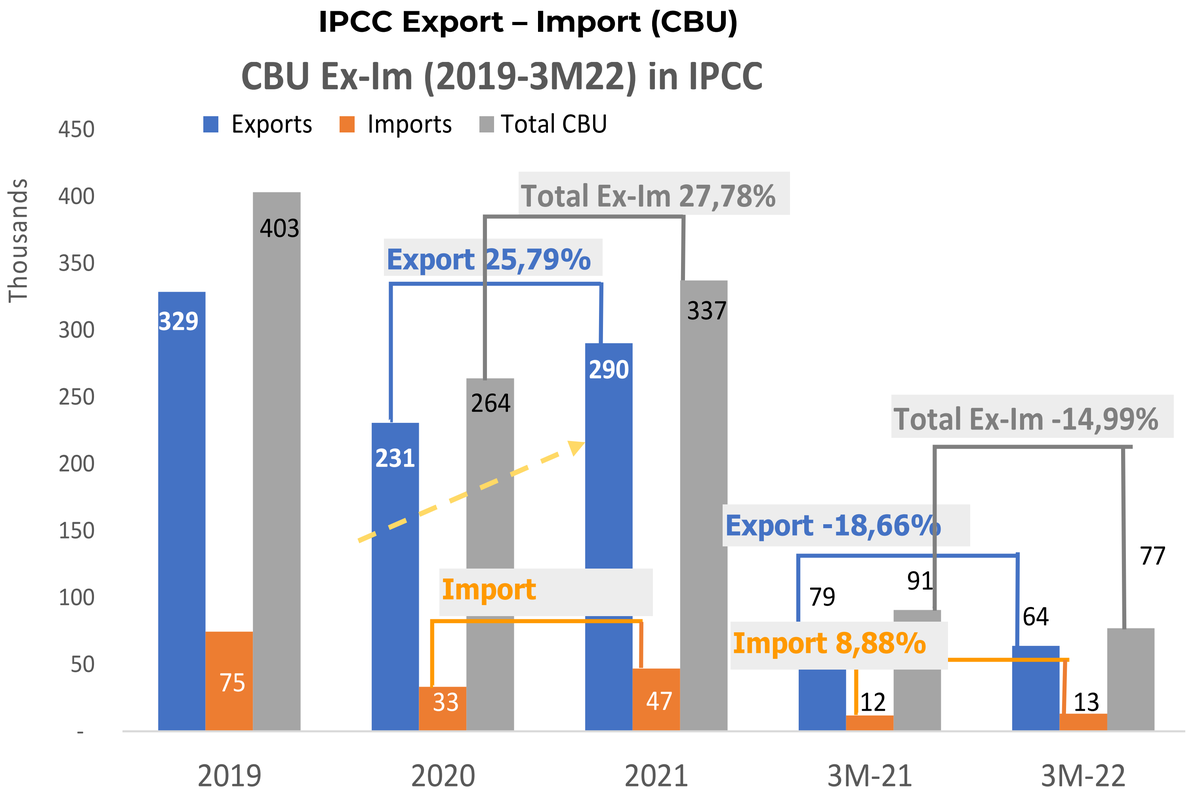
Operational Overview

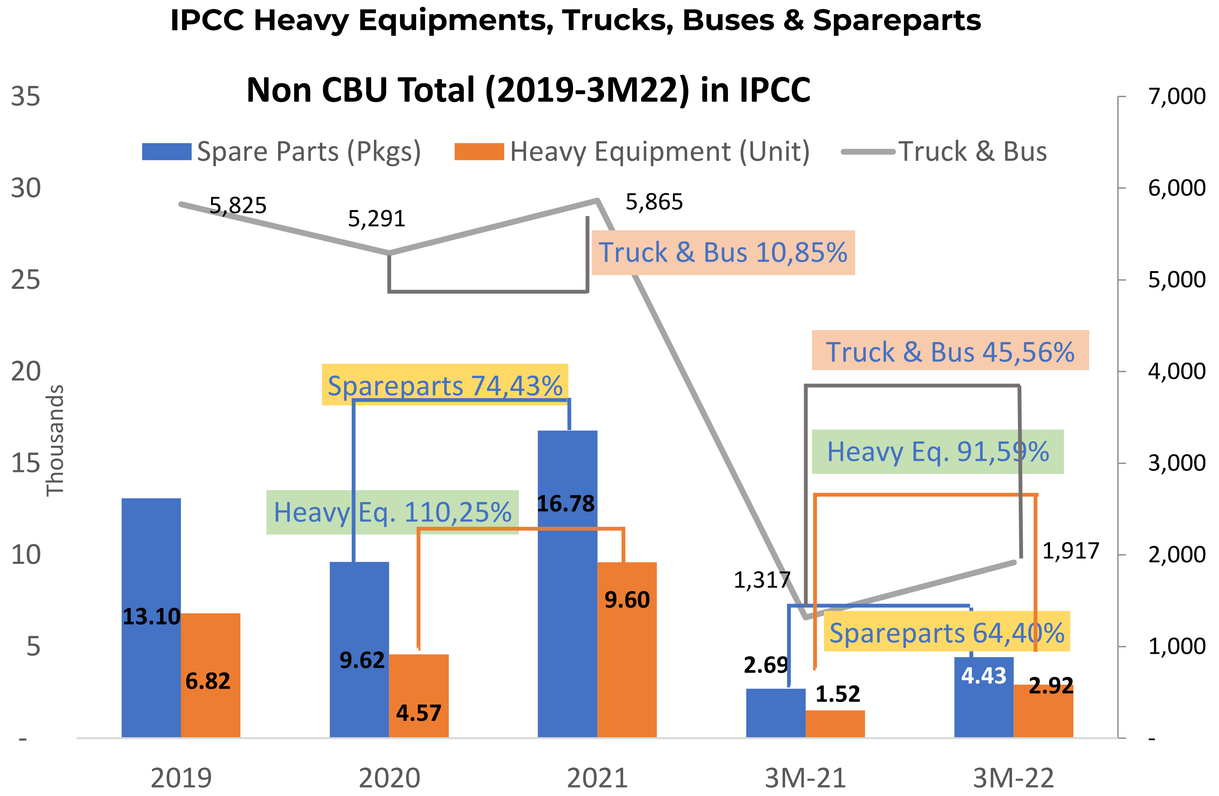
MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

Apr 2022

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

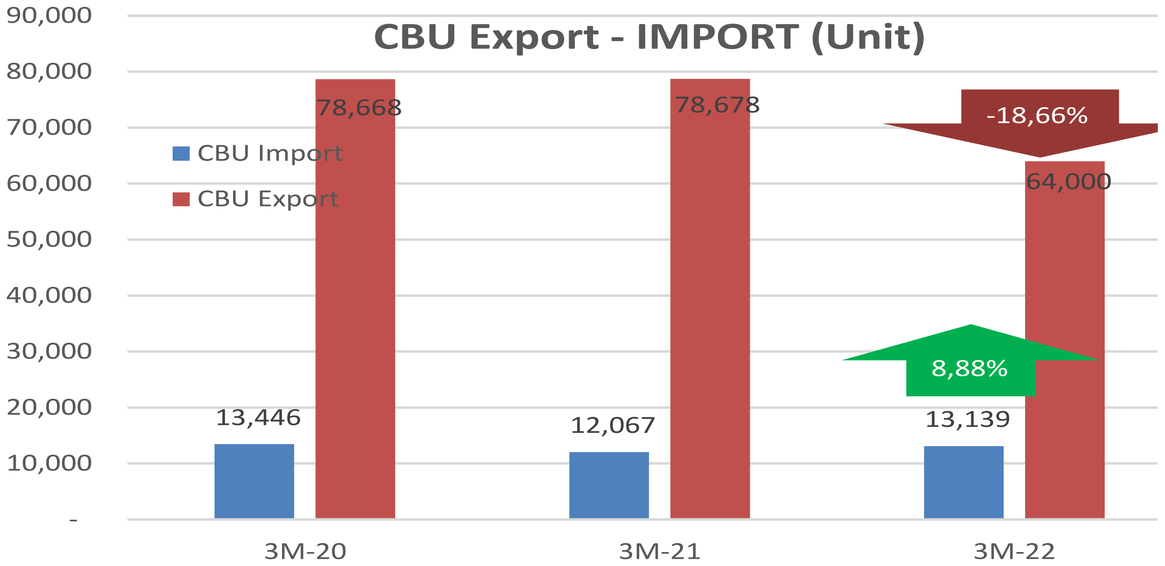


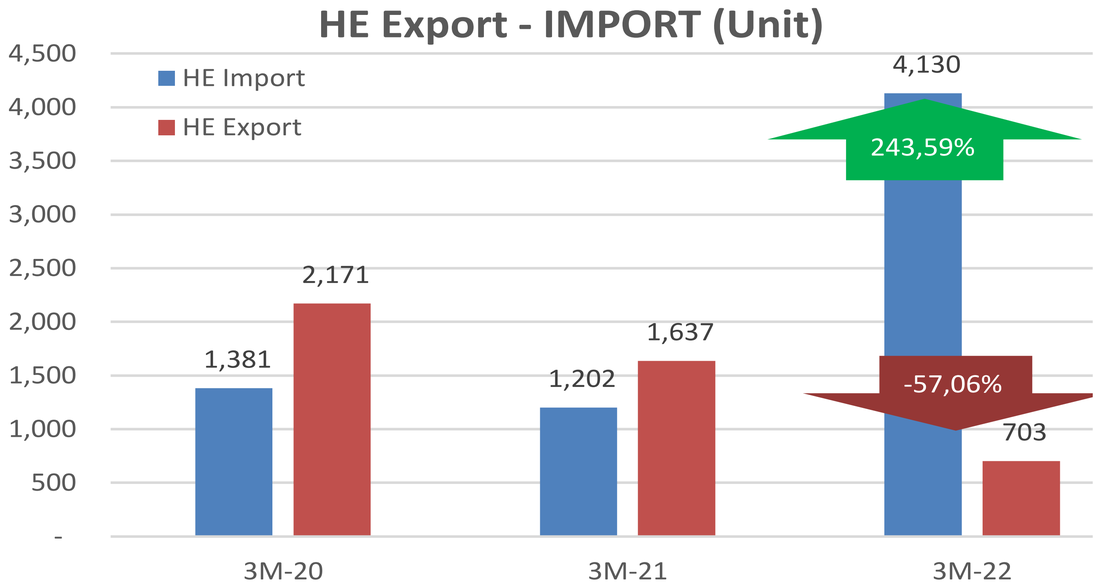


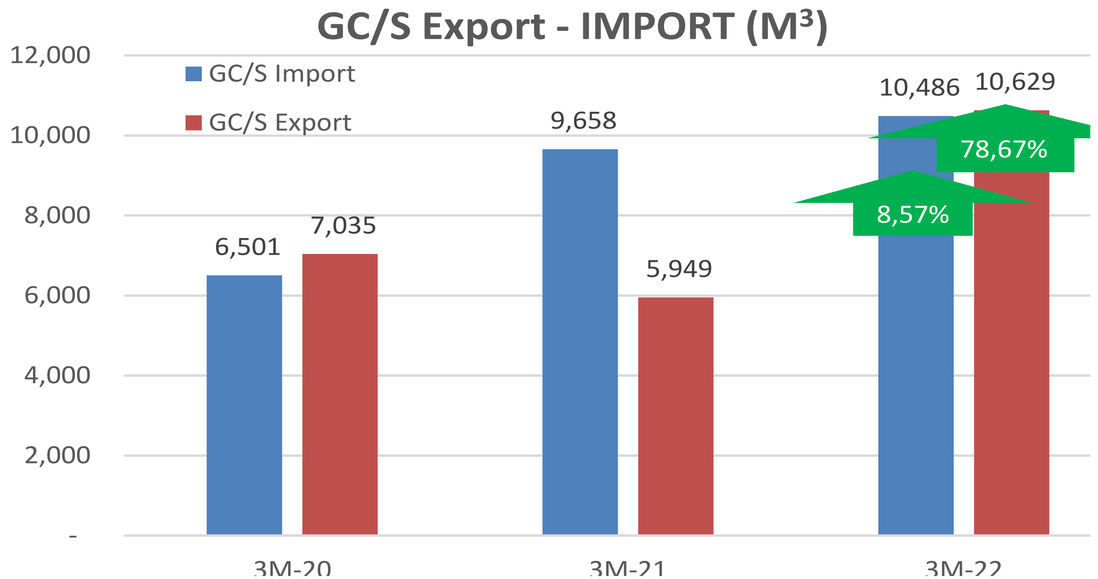
The CBU growth from 2020 to 2021 looks better. But, in 3M21 period the CBU growth slightly down. The growth of CBU Ex-Im in 3M21 at -14,99%. In details, the CBU export growth at -18,66% and CBU import slightly up at 8,88%

The Heavy Equipment, Trucks & Buses, & Spareparts throughput growth looks increase from 2020 to 2021 inline with the increase of demand in the mining, infrastructure, construction, plantation and forestry sectors after recovery. The improvement growth still continue in the 3M22 period

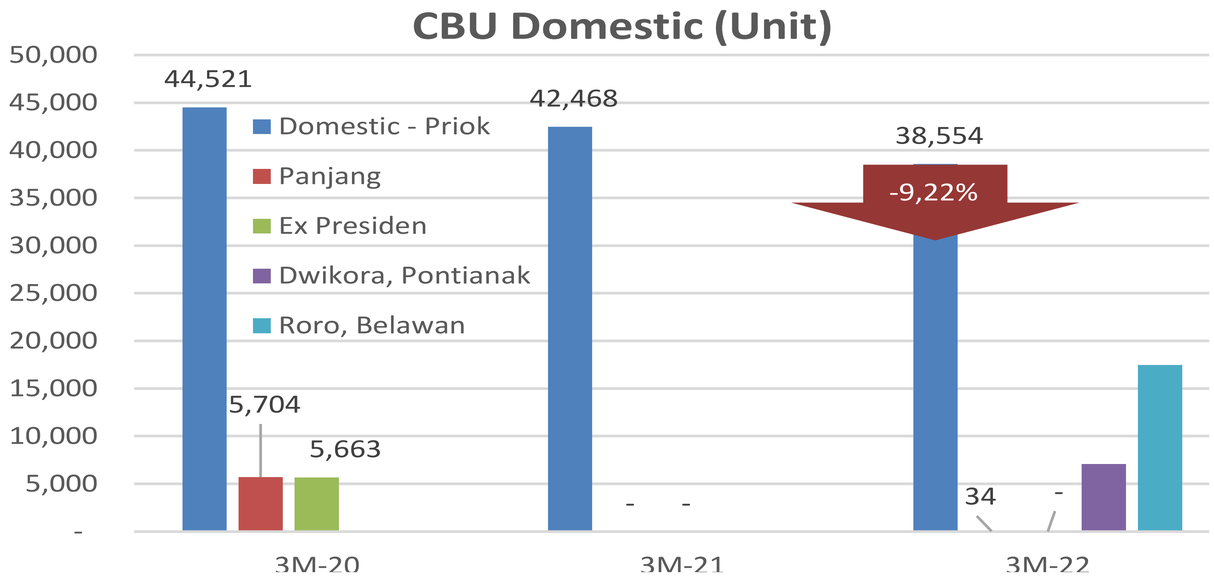
Details of IPCC Cargo In International Terminal – Historical In 3M Period (YoY)

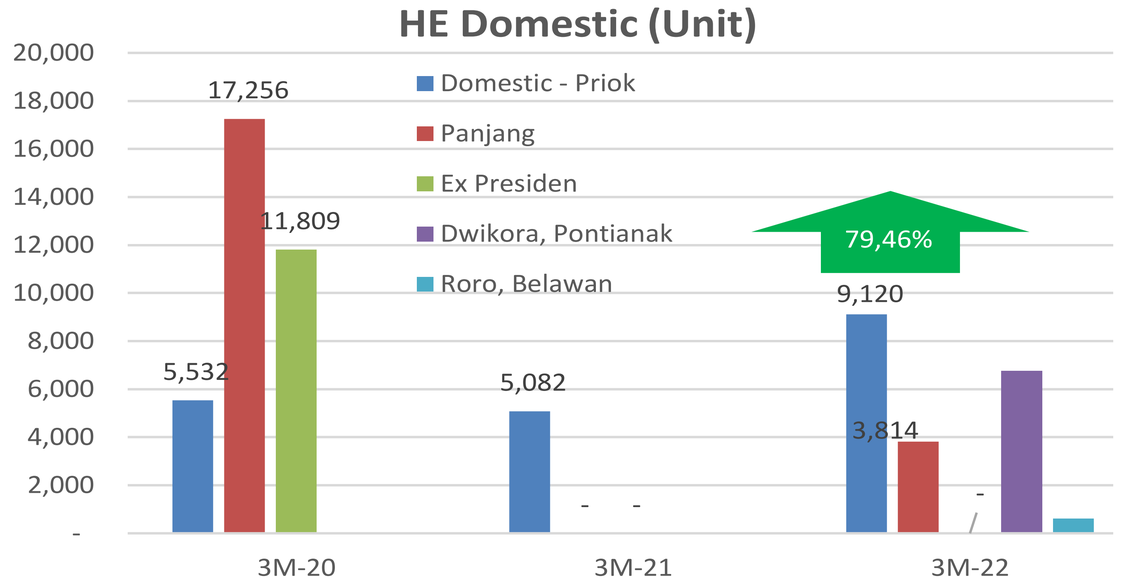


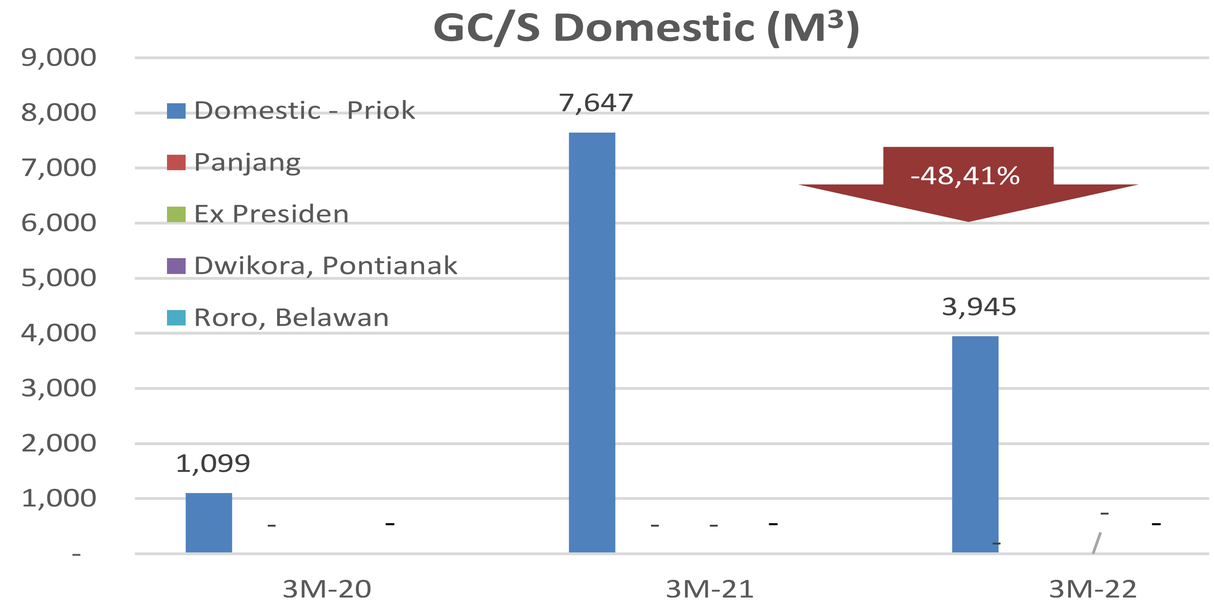


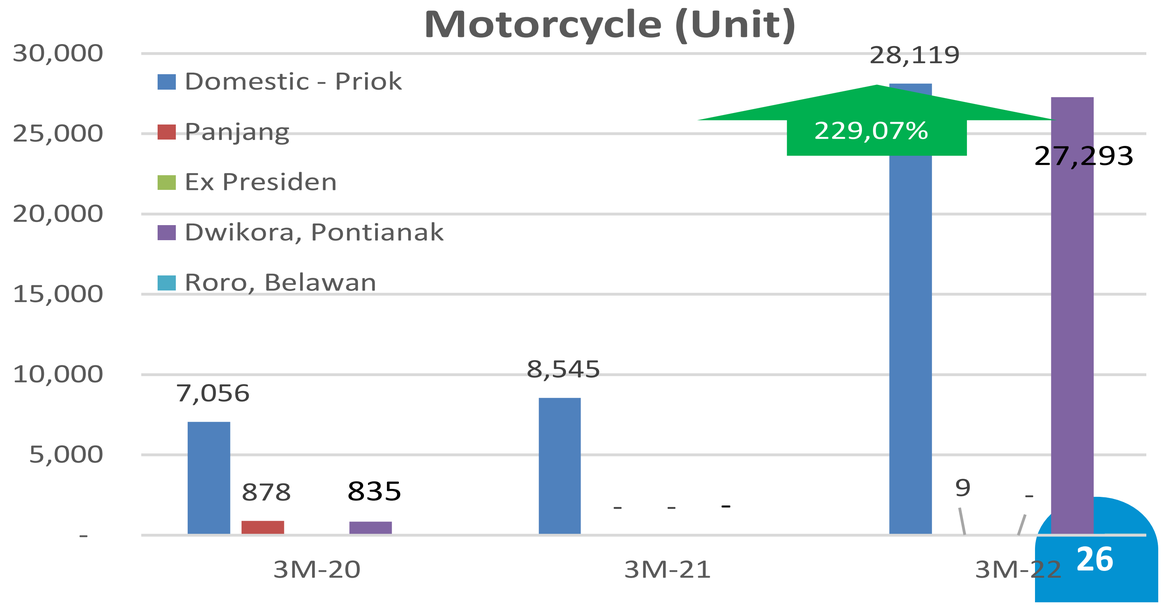


Details of IPCC Cargo In Domestic Terminal – Historical In 3M Period (YoY)

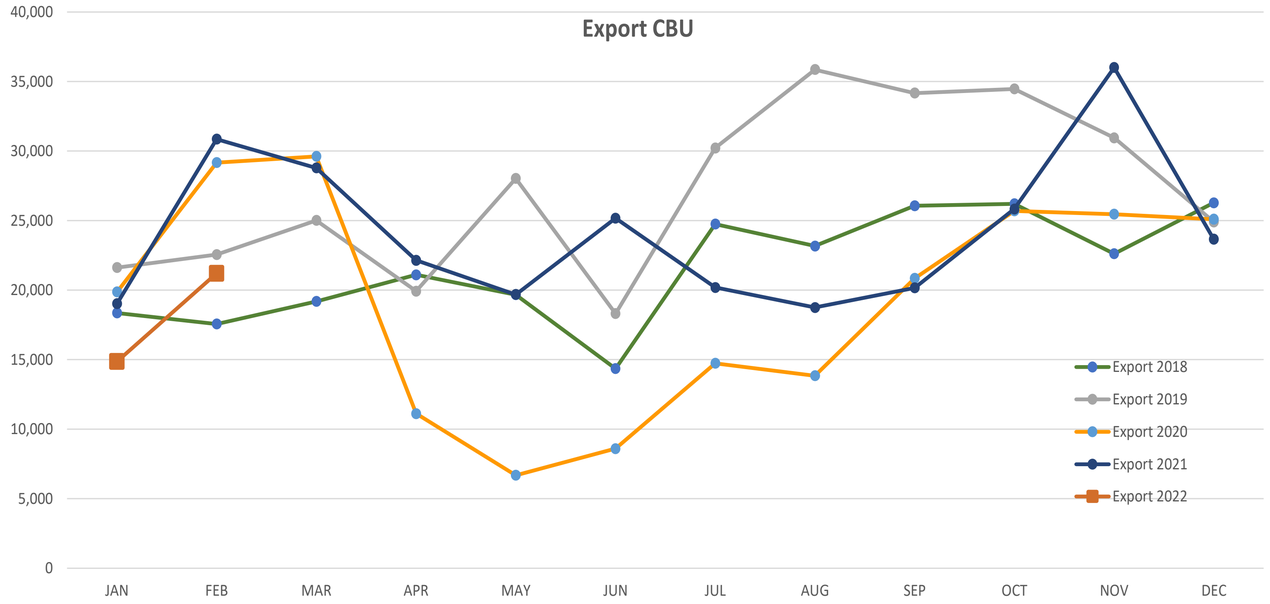


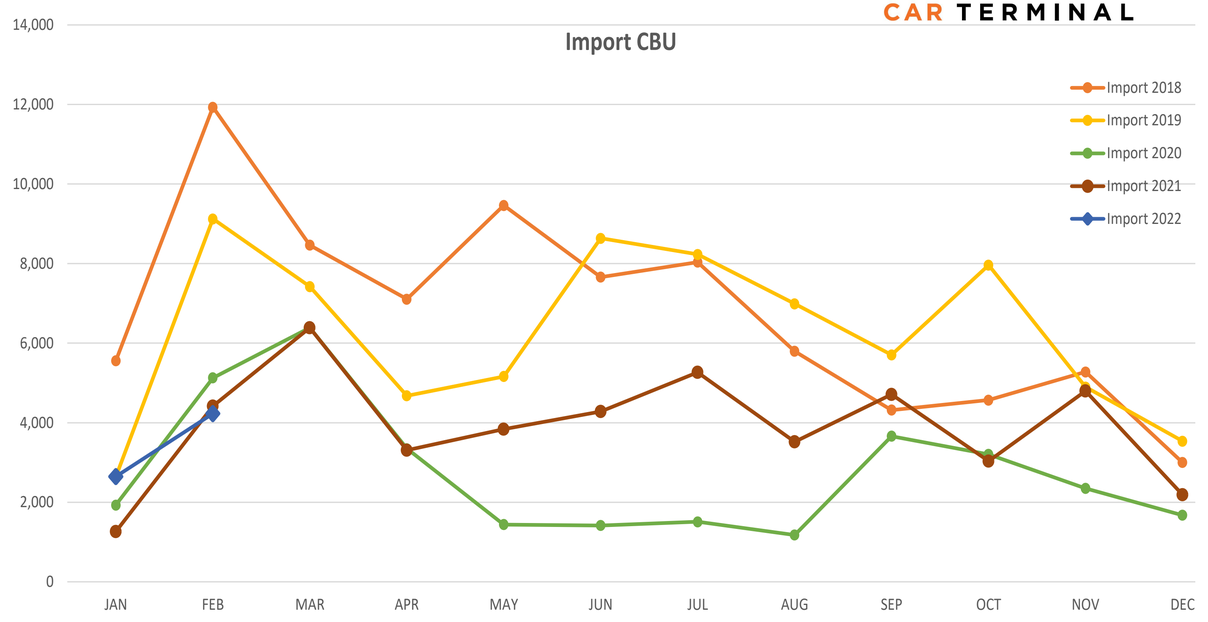


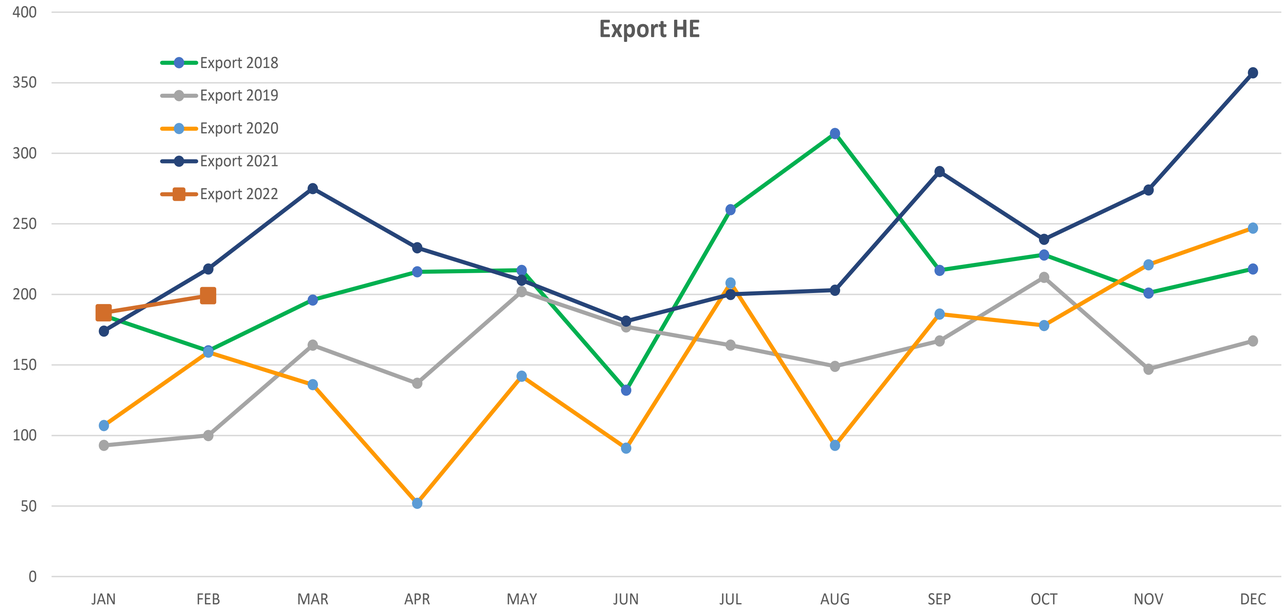


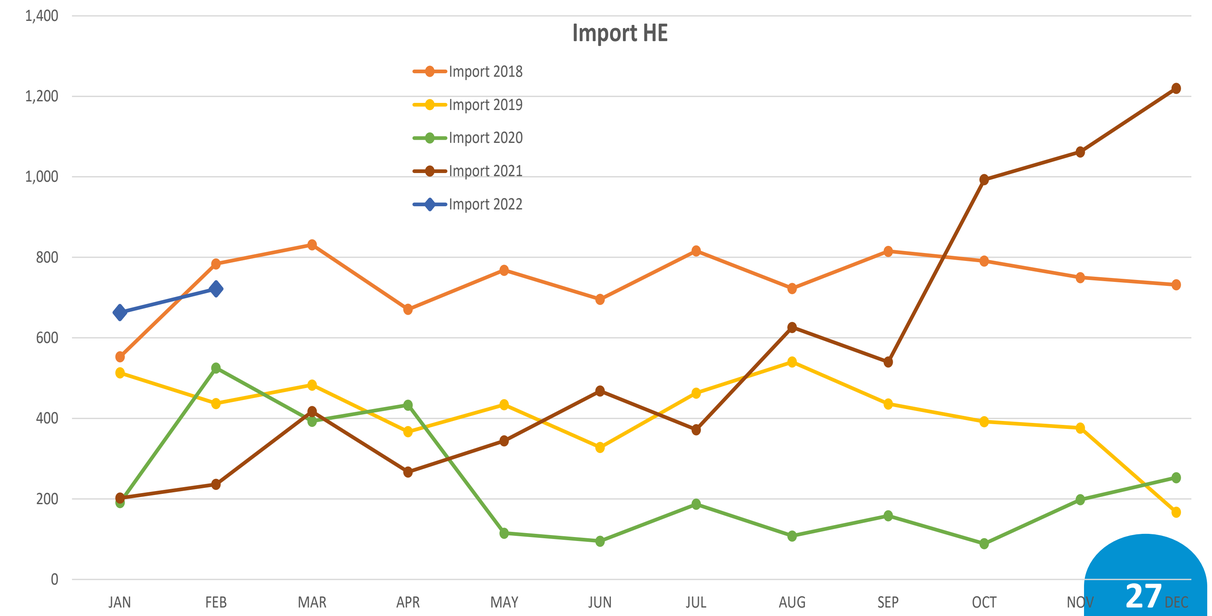


Monthly Cyclical of IPCC Cargo – Historical

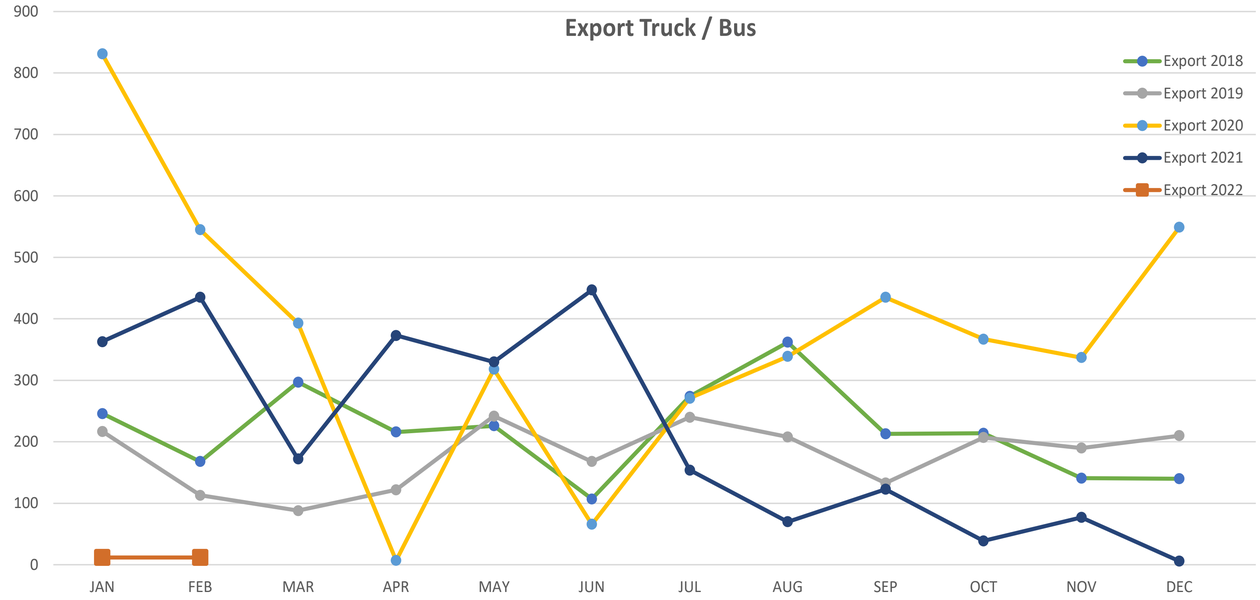


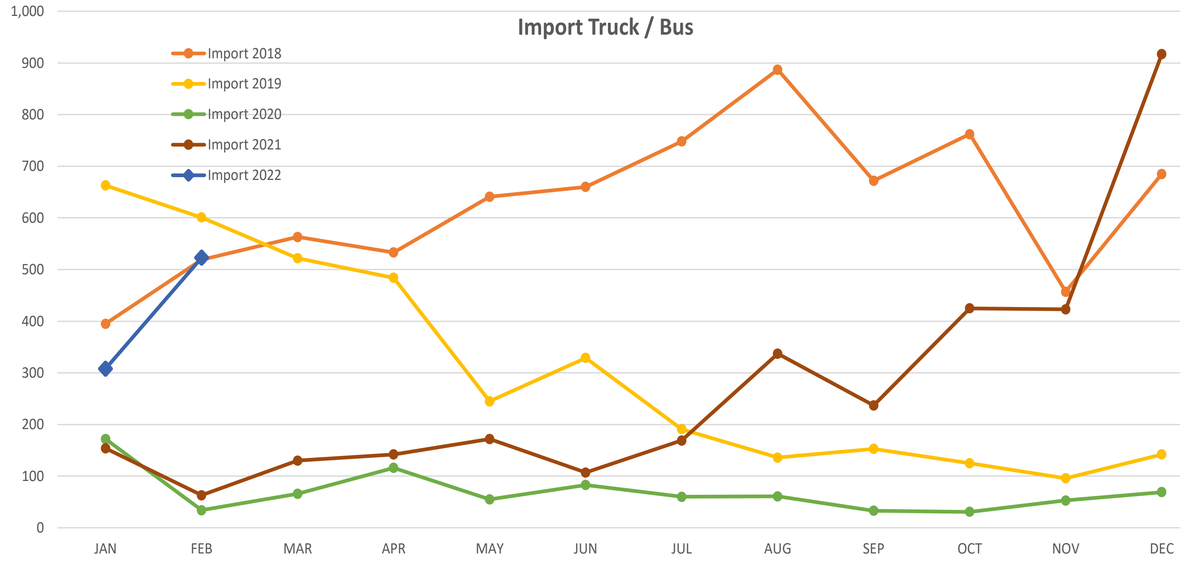


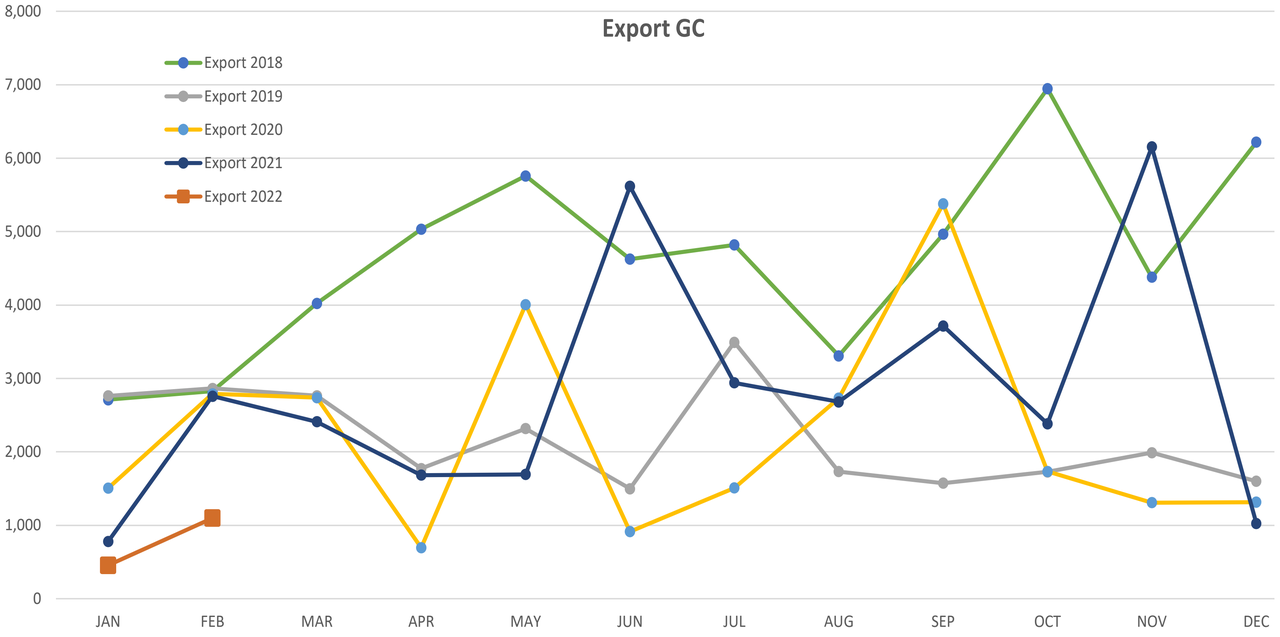


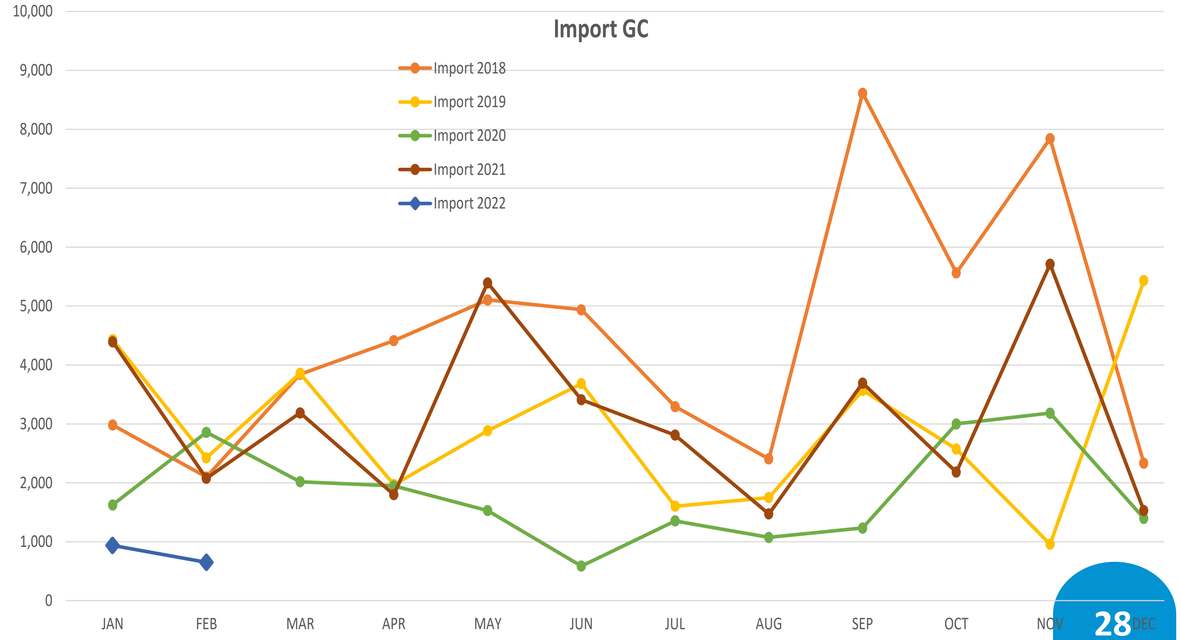


Monthly Cyclical of IPCC Cargo – Historical









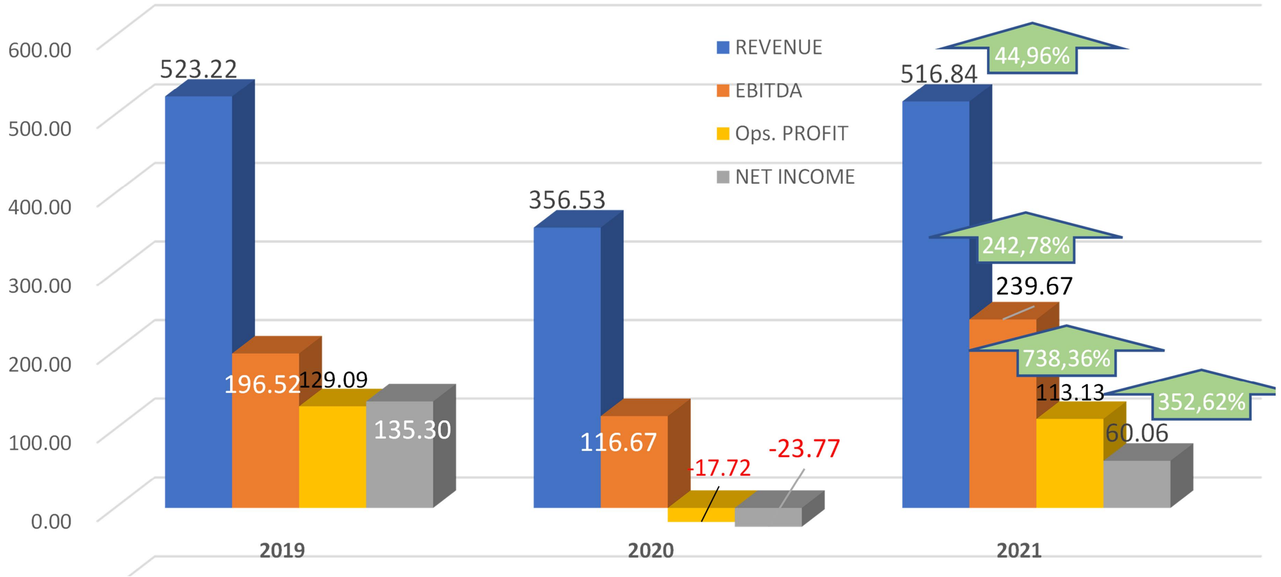
Financial Overview

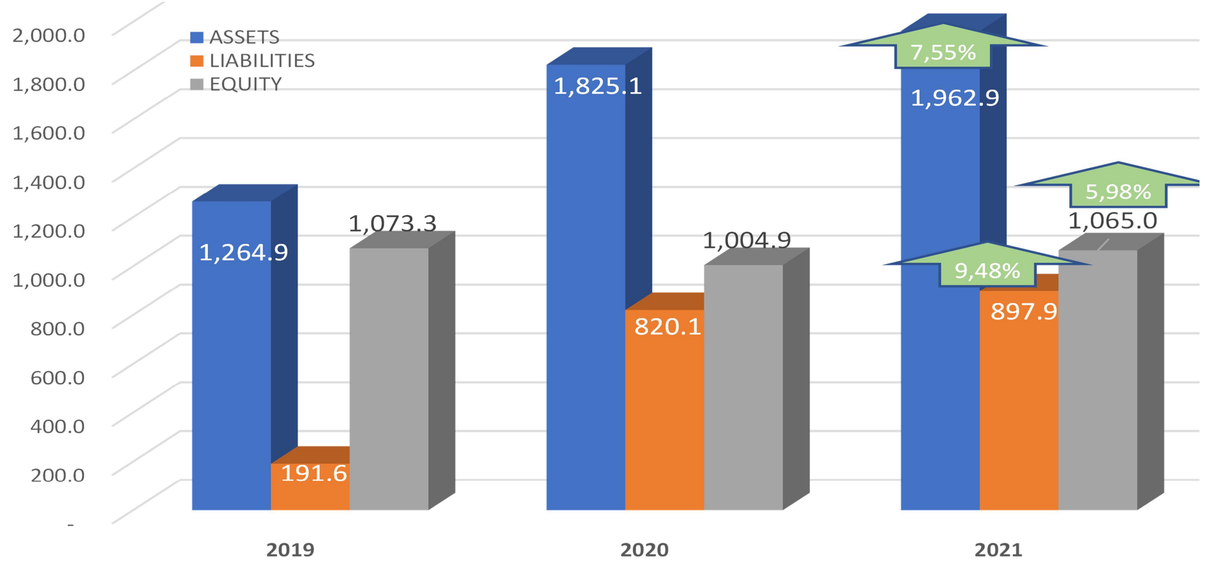
MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

Apr 2022

Finance Performance Overview – FY20 & FY21





Income for the year FY21 : Rp60,06 Billion vs -Rp23,77 Million (FY20) (YoY)

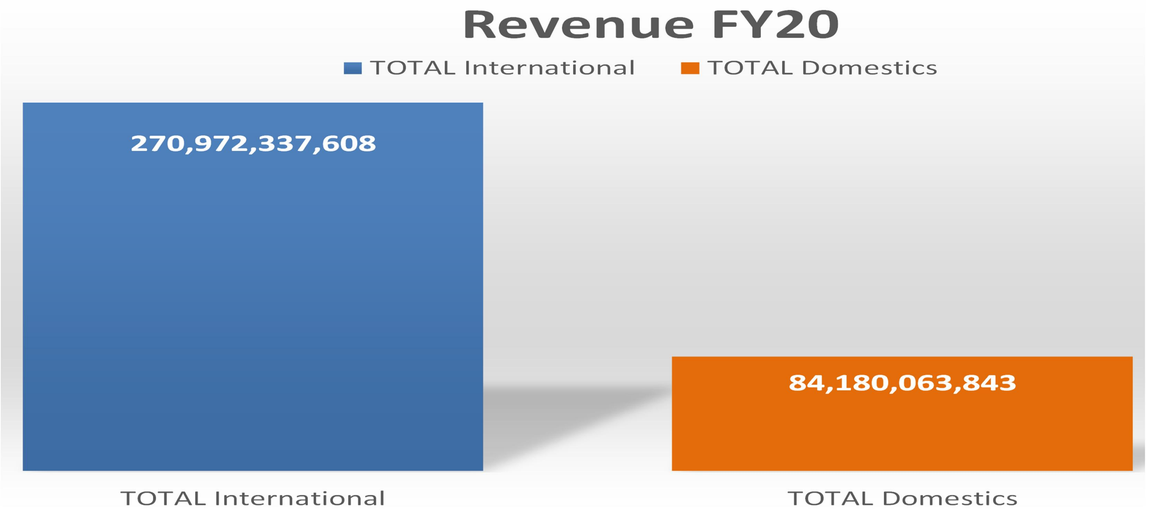
Revenue FY21 : Rp516,84 Billion vs Rp356,53 Billion (FY20) (YoY)

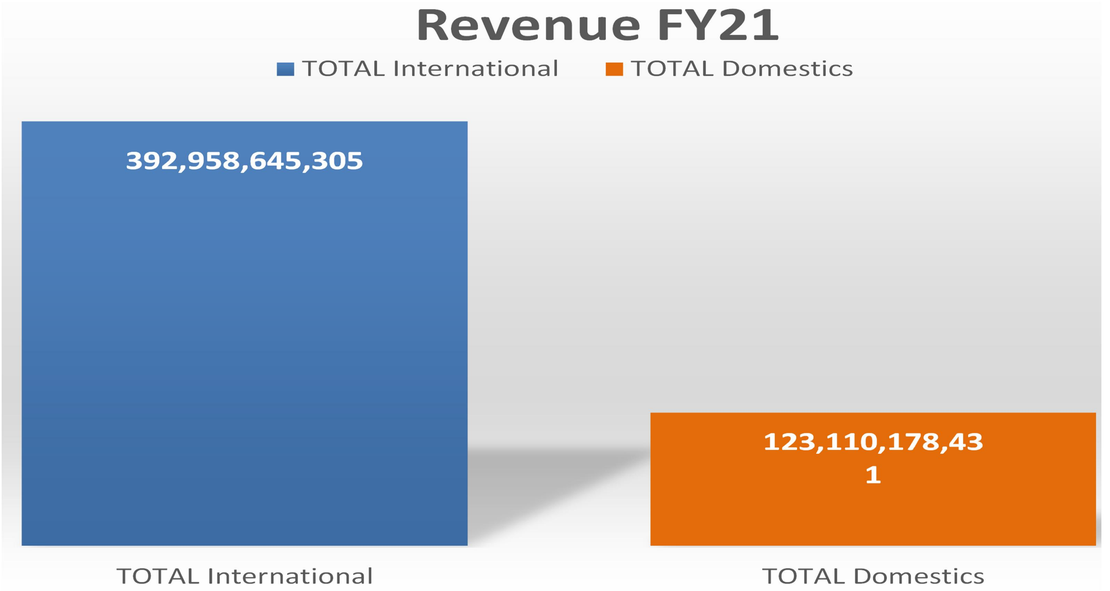
Reasons/Factors:

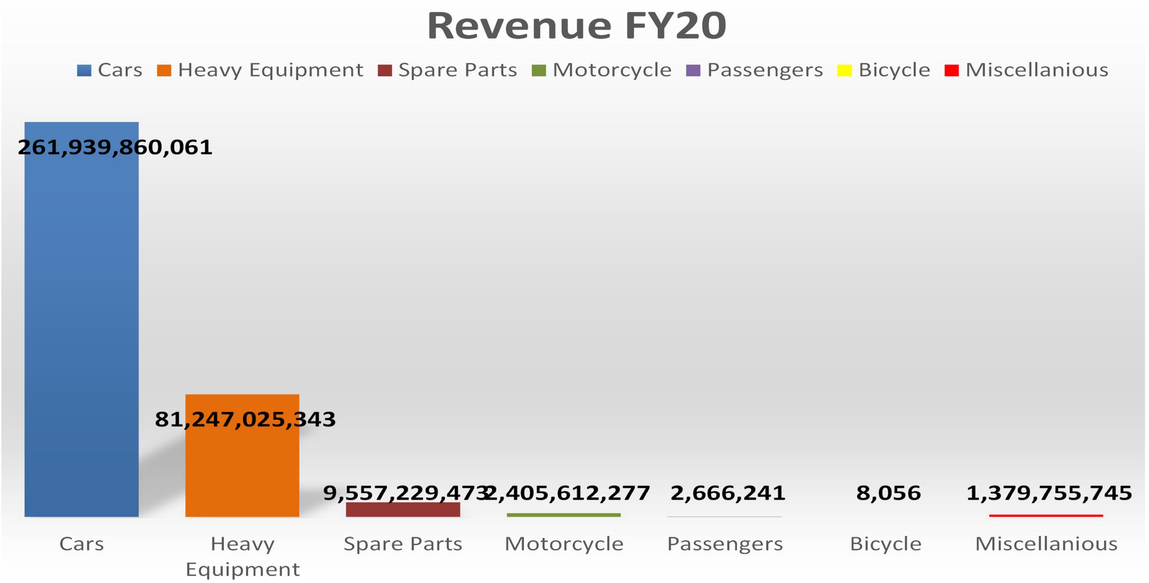
1. The continuity increase of Automotive Industry activities and also the increase demand for Heavy Equipment during FY2021 period has given good impact to the loading and unloading services in IPCC Terminal even though still in the midst of Pandemic condition;
2. In total, during FY21 period the loading and unloading handling of car cargo as overall has increased due to the ease of pandemic condition and also the accommodative of Government policies.
3. The improved performance during this period, beside the increase of revenue, also caused by the growth of cost (especially cost of revenue) lower than the growth of revenue so the IPCC has a room for lift up the profit. The other hand, the General & administrative expenses looks decreased. 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. Beside that, IPCC also has recorded the additional of assets so that include to the depreciation calculation.
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.
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.

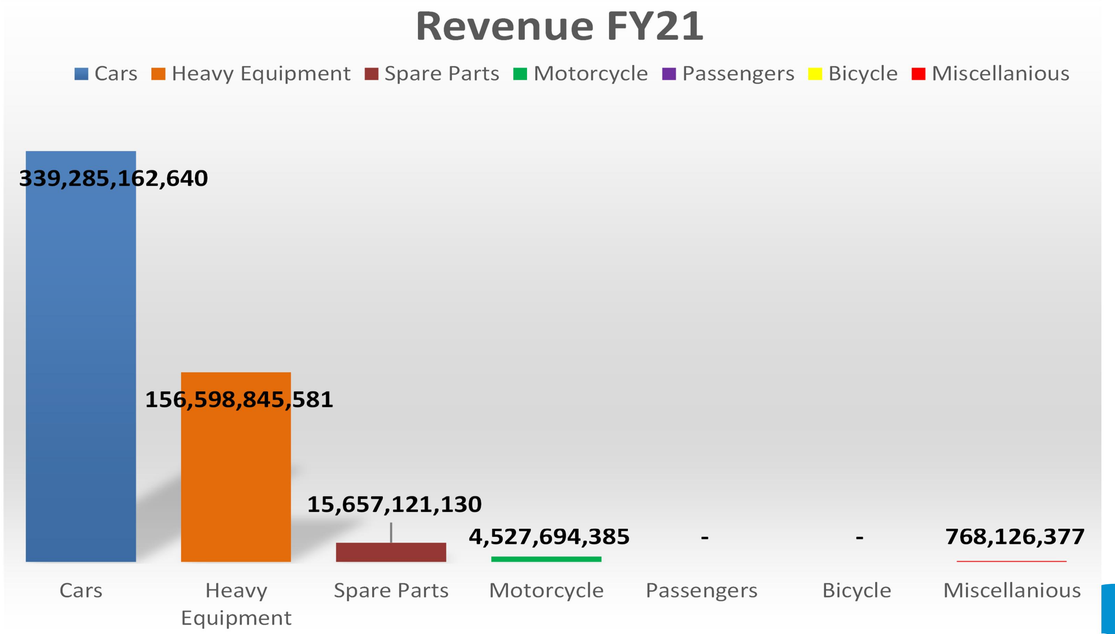
Source: IPCC's Database

Realization of Revenues FY20 VS FY21



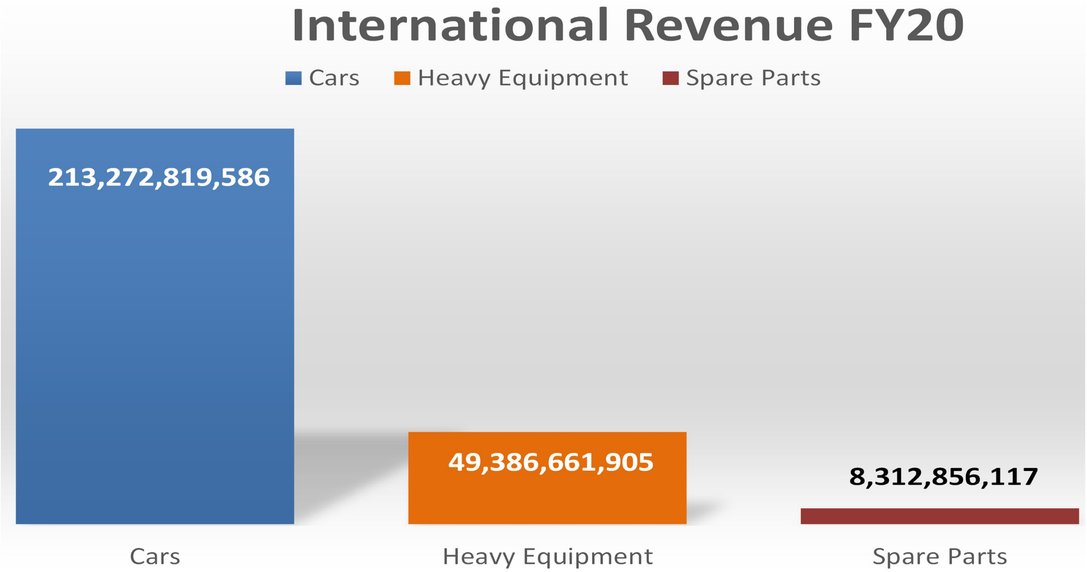


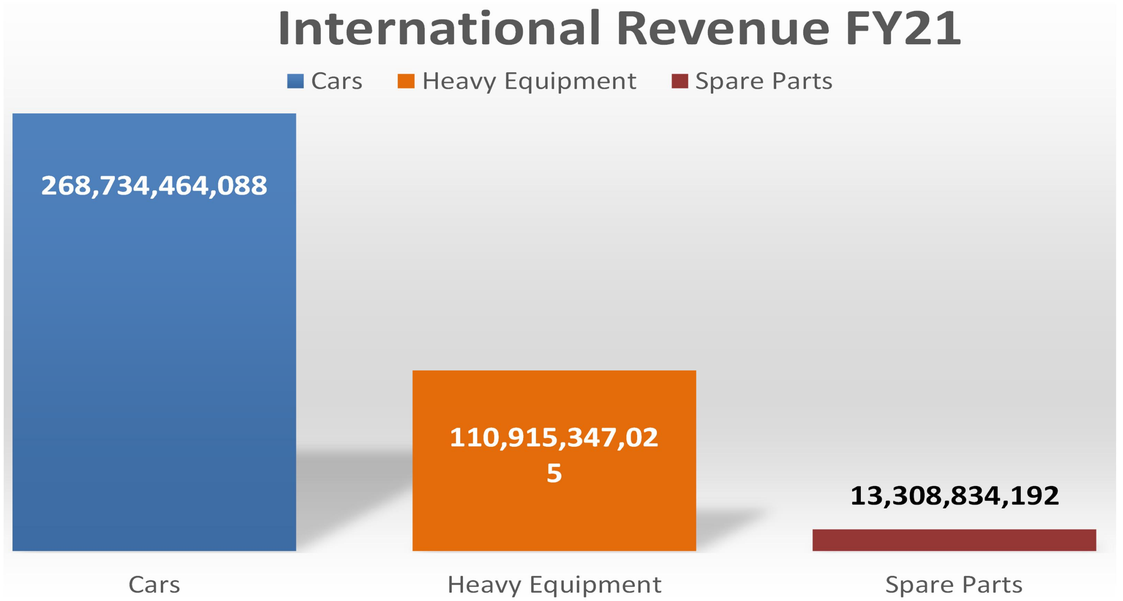


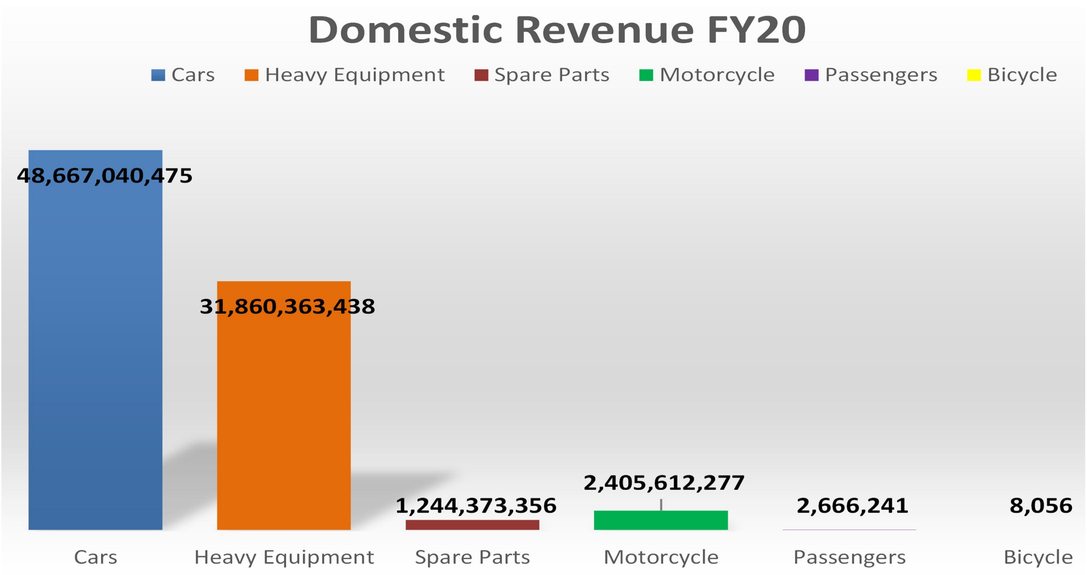


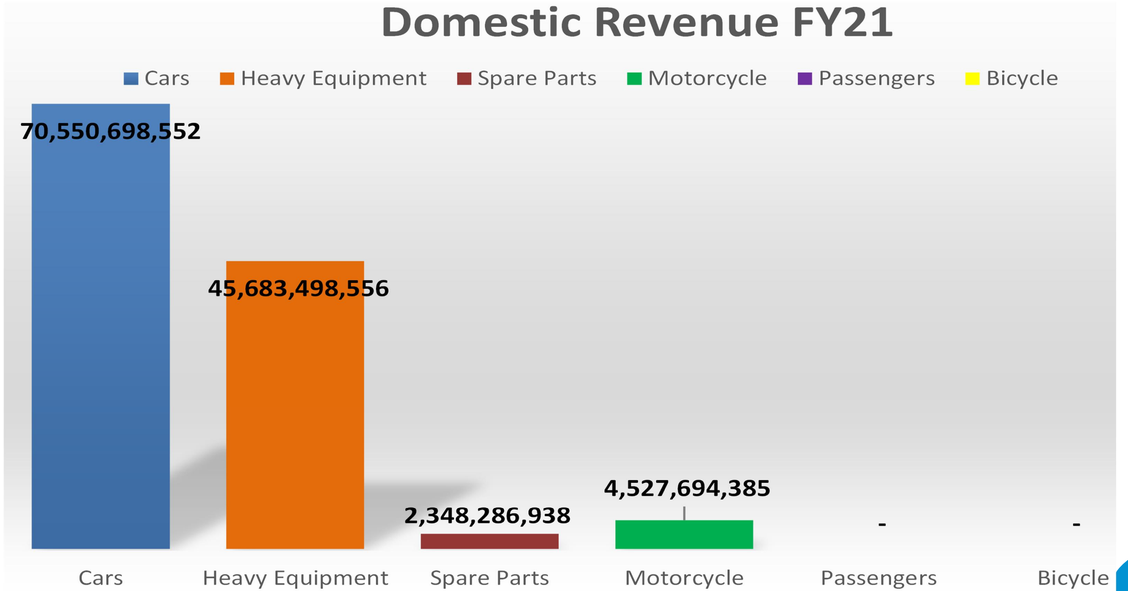
Source: IPCC's Database

Realization Of International & Domestic Revenues FY20 VS FY21









Source: IPCC's Database

Financial Highlight

In Thousand Rupiah

Income Statement	2018	2019	2020	2021
Operating Revenue	521,835,612	523,218,738	356,532,157	516,836,950
Gross Profit	249,998,152	217,643,653	75,710,582	198,247,317
Operating Income	180,375,667	129,094,518	(17,721,535)	113,127,854
EBITDA	234,636,806	196,518,821	41,867,417	239,669,137
Income For The Year	170,180,811	135,301,570	(23,773,444)	60,056,173
Balance Sheet	**2018**	**2019**	**2020**	**2021**
Cash & Cash Equivalent	556,526,562	491,547,357	519,655,836	768,869,513
Current Asset	717,026,395	630,179,197	599,961,286	826,945,321
Non-Current Asset	538,218,732	634,689,649	1,225,091,421	1,135,932,375
Total Asset	1,255,245,127	1,264,868,846	1,825,052,707	1,962,877,696
Current Liabilities	151,765,550	191,597,085	134,865,783	171,288,589
Non-Current Liabilities	-	-	685,250,452	726,596,462
Total Liabilities	151,765,550	191,597,085	820,116,235	897,885,051
Equity	1,103,479,577	1,073,271,761	1,004,936,472	1,064,992,645
Financial Ratio	**2018**	**2019**	**2020**	**2021**
Profitabilitas (%) :				
Gross Profit Margin	47.91	41.60	21.24	38.36
Operating Profit Margin	34.57	24.67	(4.97)	21.89
EBITDA Margin	44.96	37.56	11.74	46.37
Net Profit Margin	32.61	25.86	(6.67)	11.62
Return on Equity (ROE)	15.42	12.61	(2.37)	5.64
Return on Asset (ROA)	13.56	10.70	(1.30)	3.06
Likuiditas (X) :				
Cash Ratio	3.67	2.57	3.85	4.49
Quick Ratio	4.72	3.29	4.45	4.83
Current Ratio	4.72	3.29	4.45	4.83
Solvabilitas (%) :				
Debt to Aset Ratio (DAR)	12.09	15.15	44.94	45.74
Debt to Equity Ratio (DER)	13.75	17.85	81.61	84.31

Source: IPCC's Database

Investment / Capex

No	Activities	Investment	Timeline
1	Hardening & Improvement in Ex-PP area around 2 Ha	3,06 Billion	On Progress
2	Heavy Improvement in yard E & A	5,39 Billion	On Progress
3	Development & Implementation of Operating Dashboard	261,83 Million	On Progress
4	Development in several area in Ex-DKP Area around 3 Ha	1,84 Billion	On Progress
5	Heavy Improvement in yard G2 & G3	55,92 Million	On Progress
6	Development of SIMOP Apps & Domestic Terminal Billing Engine	466,93 Million	On Progress
7	Construction of Parking Building around 3 Ha	400,20 Million	On Progress
	TOTAL	**11,48 Billion**	

- Until the end of March 2022, the investment amount that has been incurred as many as Rp11,48 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 March 2022 has reached 46,57% from the total 2022 Capex Plans at amount Rp24,65 Billion.

Strategies, Prospect, & Challenges

MANAGEMENT PRESENTATION

IPC CAR TERMINAL Tbk

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… 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

What we have done in 2021

- Continue the implementation of Auto Gate System Integrated;
- Fully implementation of INTAPPS Application, TPS Online, and full cashless Terminal Facility System;
- Car Terminal Services Business Expansion as Logistic Value Chain Ecosystem;
- Improvements in the yard such as fixing the yard facilities, hardening the yard, & so on;
- RFID implementation with TMMIN;
- IPCC has started to provide the services in loading-unloading of Hyundai Glovis Shipping Line since the early of 2021 and also fully services handled of NOCC Oceanic Ship;
- The extension of cooperation contract in loading & unloading with the Automaker;
- Preparing the integration of Pelindo;
- Sounding-out the cooperation with an amount of RoRo Terminal in several area which owned by Pelindo 1, 3, & 4;
- Implementation the Asean Corporate Governance Scorecard (ACGS); ISO 37001:2016 Anti-Bribery Management System; and also GRC System;
- The merging of man-power & implementation of Cardom
- Others

… Strategies, Prospect, and Challenges

Prospect in 2022

- 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;
- 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 2022

- Accelerate the Car Terminal Digital Transformation to enable the delivery of optimal and effective operation such as digitalization office, RFID, and others;
- Expansion after the Pelindo integration of Ports of Regional 1, 2, 3 and 4. Developing the services network to which have RoRo Terminal
  - Belawan Terminal & Makasar Terminal already joined cooperation. Next, targeted to Surabaya, Balikpapan, and others;
- Beside Hyundai, IPCC is open 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

Business Development Plans

ORGANIC	INORGANIC
• RoRo Cooperation • Cooperation with Distributor and Automaker • Improvement of Car Terminal and operation	• Providing Preloading Area • Fully Services both Cargodoring & Stevedoring • Cooperation in distribution of automotive, loading unloading • Transhipment • Fully Handling Electric Vehicle • Joint cooperation in trucking and shipping

… Strategies, Prospect, and Challenges

Digitalization Process

2021

01 Automated Gate
Gate Automation in Int'l Terminal & Truck ID

02 IT Infrastruktur Eks-DKP
Instalation of backbone FO, Wifi, CCTV area Eks-DKP

03 Integration With Maker
Data integration Maker – IPCC announcement truck & cargo

04 E-Ticket & Integrasi INSW
Portal announcement truck & cargo, integrasi INSW import cargo announcement & DO Online

05 IT Master Plan 2020 – 2024
An integrated IT blueprint & roadmap 2020 - 2024

06 Auto NPE
Data integration of NPE maker MITA (Perdirjen 01) & auto release cargo

07 IT Security Enhancement
Implementation of next generation firewall & access management

08 AMS Dashboard
P2 Hold & data inventory terminal for Customs need

09 Single TID
TID International Terminal integration with single TID OP Tg Priok

10 Re-Implementasi Backbone FO Terminal
Instalation of Backbone FO with redundant architecture

2022

11 Operation Dashboard
Implementation of Datawarehouse & Operational dashboard

12 E-Invoice
System digitalization in invoicing system for Domestic & International Terminal

- Core Application
- Non-Core Application
- IT Governance & Infrastructure

THANK YOU

www.indonesiacarterminal.co.id

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For More Information, Please Contact:

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